HARDWARE AND METAL

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No. 1 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

TRADE MARK
"DOMINION"

1866 1916

On the completion of

FIFTY YEARS

of our company's history we extend to all who have helped to make this business a success, our hearty thanks and our best wishes for a Happy and Prosperous New Year.

A. C. Leslie & Co., Limited

MONTREAL

Iron, Steel and Metal Merchants

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
MONTREAL—TORONTO and HEAD OF LAKES

Dominion Iron & Steel Company, Ltd.

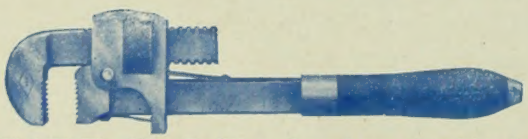
SYDNEY, N. S.; MONTREAL, QUE.;
TORONTO, ONT.

WIRE

"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



"W & B" Wood Handle Grips. Length open 6 to 14 inches

"W & B" STEEL Handle Grips. Length open 18 to 48 inches

These Wrenches are extra strong frames well proportioned.

The Jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN-MADE WRENCHES.

Complete information and catalog No. 82 on request.

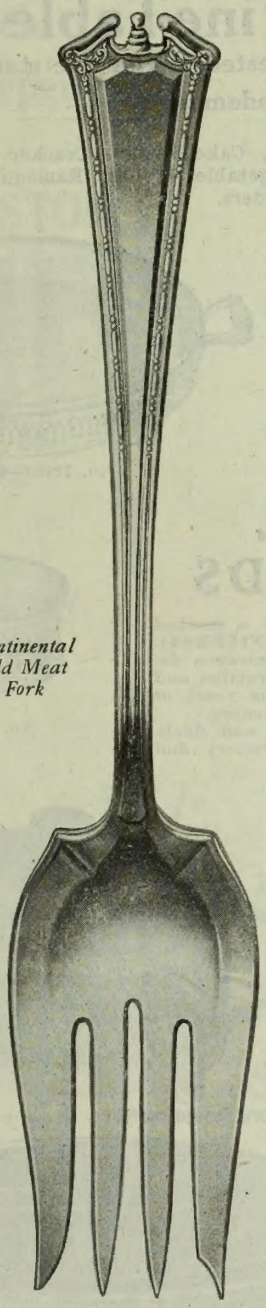
The Whitman & Barnes Manufacturing Company

ESTABLISHED 61 YEARS

ST. CATHARINES, ONT.

1847 ROGERS BROS.
SILVERWARE

SOLD BY LEADING MERCHANTS EVERYWHERE



Continental Cold Meat Fork

"Easiest Selling Merchandise in the Store"

THE only silverware backed by an unqualified guarantee made possible by a test of more than 65 years.

1847 ROGERS BROS.
Flatware and Cutlery
"Silver Plate that Wears"

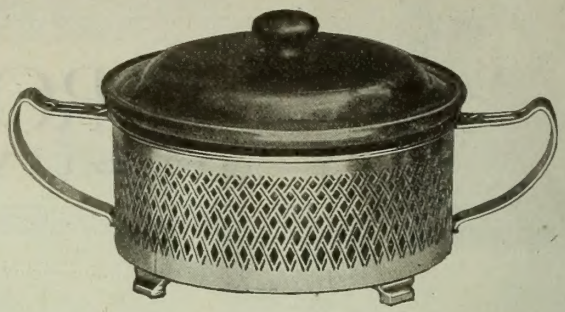
By closing the source of supply to those who persist in "Price Cutting" we shall act within our rights, giving you the protection that is necessary for the successful conduct of your business. In return we ask your assistance by not retailing our ware at a less price than suggested in our Catalogue No. 27.

Send for Catalogues if you have not received copies.

MERIDEN BRITANNIA COMPANY
LIMITED
Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

No. 73249—Vegetable Dish—Oval

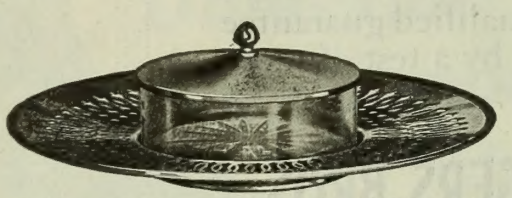


No. 76227—Casserole—Round

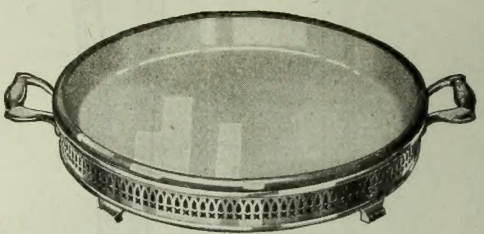
The Increasing Demand for Fine Table Service

will make the Hardware Trade especially interested in the line stamped with the UNIVERSAL trademark.

Sandwich Trays, Sandwich Baskets, Fruit Dishes, Fruit Baskets, Cake Dishes, Cracker and Cheese Dishes, Muffin Stands, Relish Dishes, Casseroles, Bean Pots, Vegetable Dishes, Ramequins, Shirred Egg Dishes, Pie Dishes, Planked Fish Holders, Planked Steak Holders.



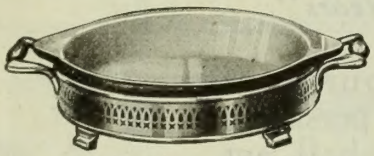
Cracker and Cheese or Sandwich and Relish Dish



No. 72239—Pie Dish

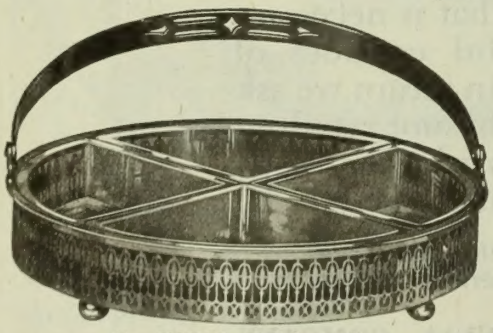
UNIVERSAL HOME NEEDS

Rare beauty of form and design is a marked feature of these additions to the UNIVERSAL line of fine nickelware. Their appearance decides the purchaser, while their construction and finish are of the type that gives long years of service and makes enthusiastic customers.
¶ Metal parts are seamless, strong and finely finished in nickel or silverplate. Pottery and glass are finest quality.



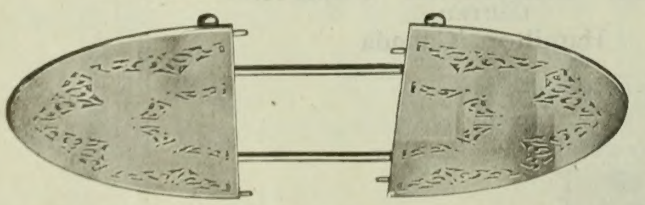
No. 71237—Shirred Egg Dish

No. 70233—Ramequin

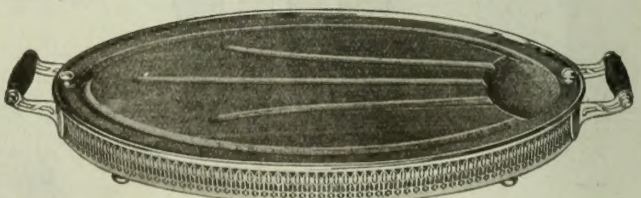


No. 311804N—Relish Dish

No. 752308—Pyrex Glass Casserole—Oval



No. 5517—Trivet Tray



No. 571816—Planked Steak Holder

UNIVERSAL

LANDERS, FRARY & CLARK

NEW BRITAIN, CONNECTICUT, U.S.A.

UNIVERSAL

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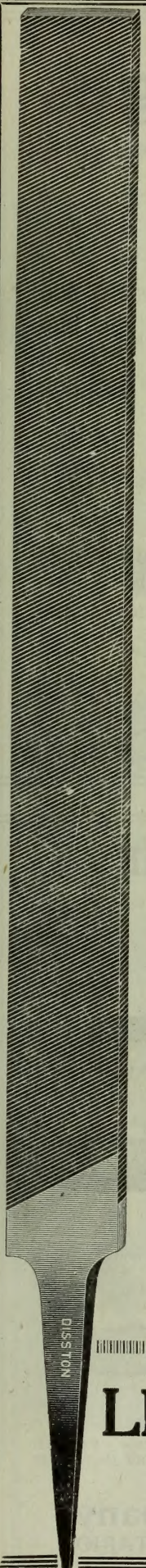

These are the FILES which sharpen all "DISSTON SAWS" before they leave the Factory.

DISSTON
Files and Rasps

ARE MADE

of the Highest Grade Crucible Steel, Thoroughly Hardened and Carefully Milled,

In All Shapes and All Sizes

which has, through years of persistent achievement and continued success, won the well-deserved reputation of being

The Best
Files and Rasps
Made

WE CARRY A COMPLETE ASSORTMENT DISSTON'S SAWS, TOOLS AND FILES

Send In Your Orders NOW.

WE ARE HEADQUARTERS FOR DISSTON GOODS.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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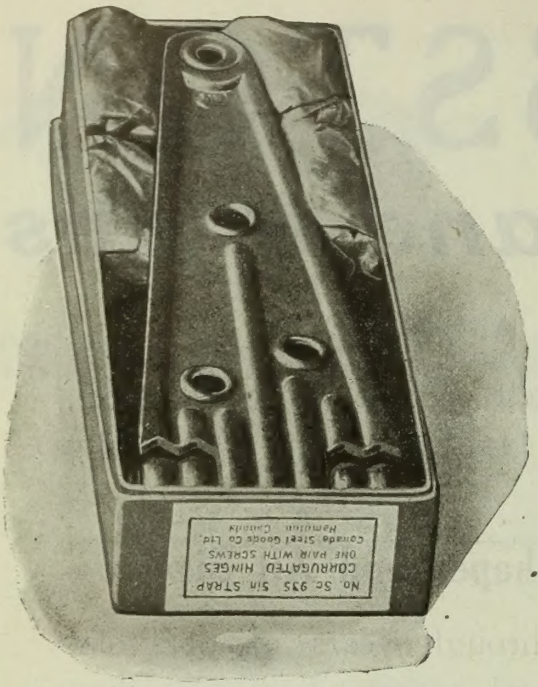


No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

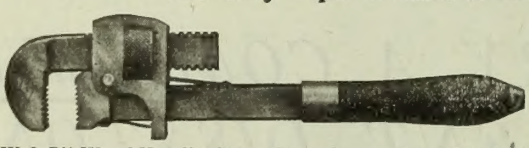
Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

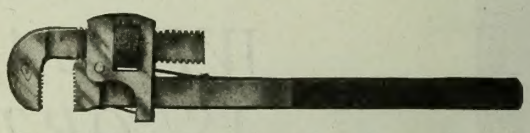
CANADA STEEL GOODS CO., Limited, Hamilton, Canada

THE "W & B" LINE OF SCREW WRENCHES
MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



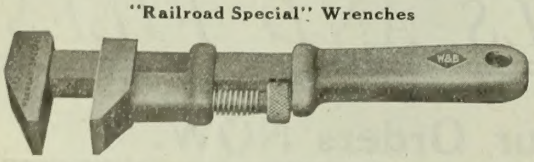
"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 18 to 48 inches.

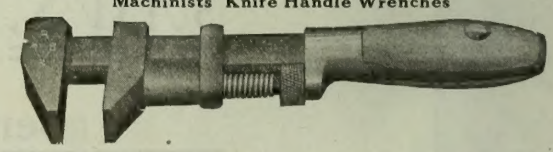
"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW

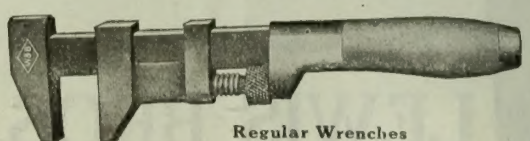
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ESTABLISHED 61 YEARS ONTARIO

If interested, tear out this page and keep with letters to be answered.

There is a Carborundum Product for Everyone Who Uses an Edge Tool

WHEN you carry a complete line of Carborundum sharpening stones, grinders, strops, razor hones, etc., you are in a position to sell the carpenter, the craftsman, the machinist, the farmer, the silversmith and jeweler, the printer, the garage man, the barber, the householder, the housewife—everyone who uses edge tools of any kind.

There is a need for Carborundum in some form in every shop, on every farm, in every home

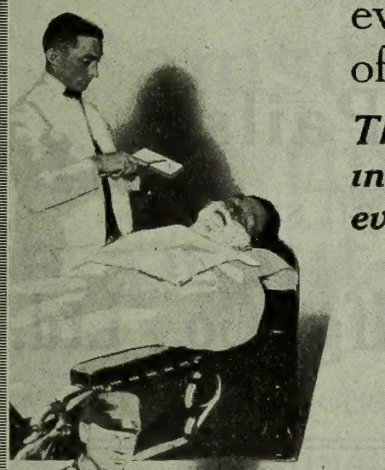
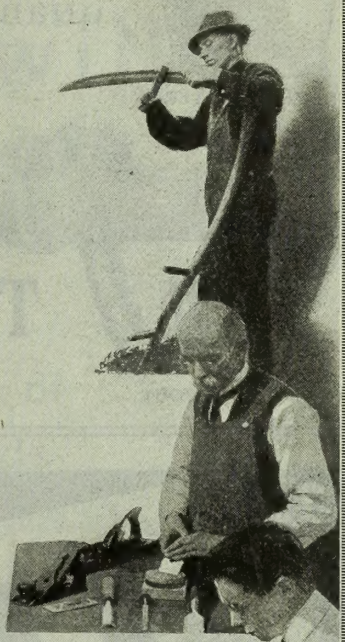
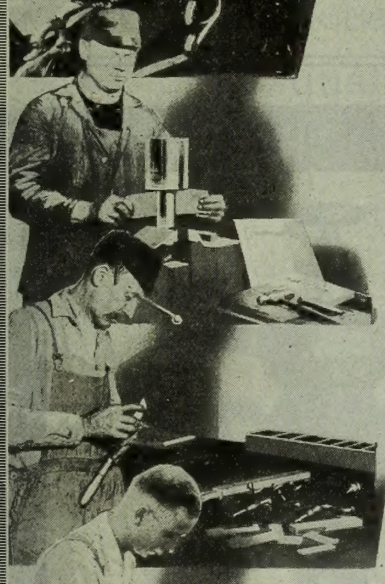
---

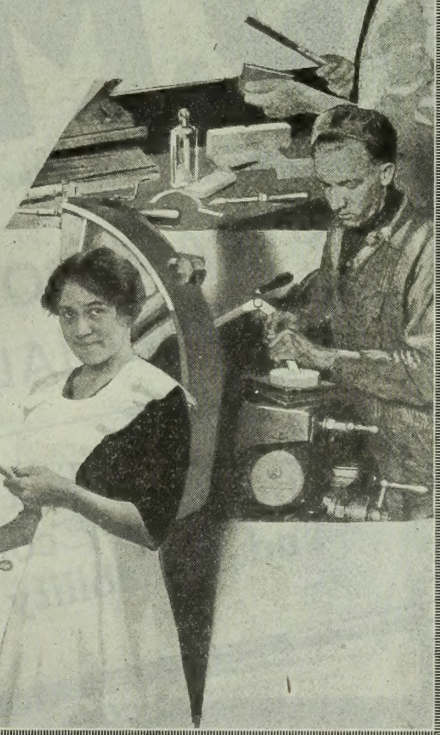
Doesn't it sound like sound business to be a Carborundum dealer and carry a complete Carborundum stock?

Ask for our catalog and information regarding our displays and dealer's helps

---

The Carborundum Company
Niagara Falls, N. Y.



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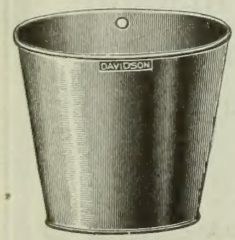
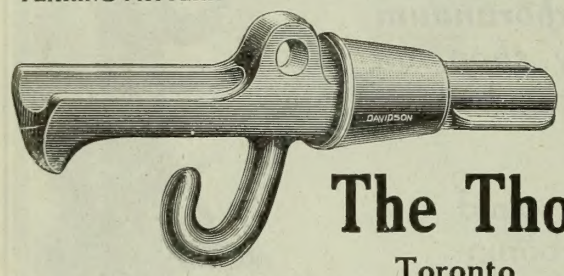
STRAIGHT PATTERN



FLARING PATTERN



SPOUT

Sap Pails and Spouts

Your customers will soon need these goods and may be asking for them any time now.

If you have not placed your order, and require either Spouts or Pails, we can ship you any quantity promptly.

Sap Pails

made in all sizes.

The Thos. Davidson Mfg. Co., Ltd.

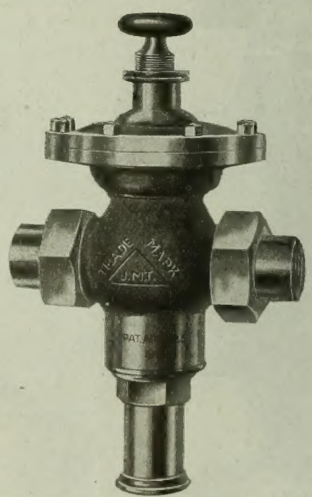
Toronto MONTREAL Winnipeg

J.M.T.

TRADE MARK

STEAM GOODS AND SPECIALTIES

A Remarkable Line for Efficiency, Economy and Reliability

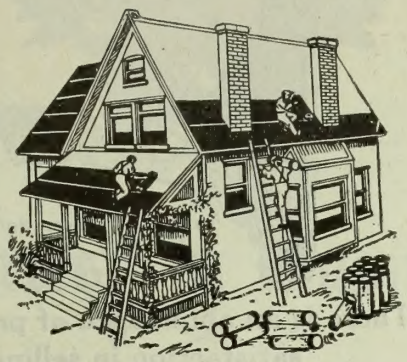


J.M.T. REDUCING VALVE
(LOW PRESSURE)

Will not equalize, is extremely sensitive and will maintain a steady reduced pressure regardless of the variation of the initial pressure.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. W., Toronto



"Samson" Roofing will do more than merely show you a profit---

because of its high standard of quality it will enable you to develop and maintain your greatest asset—Customer confidence.

¶ No matter how high the standard of excellence of your entire line, "SAMSON" ROOFING will always be a credit to you both before and after the sale.

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO LIMITED TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE MERCHANTS

TORONTO

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO LIMITED TORONTO

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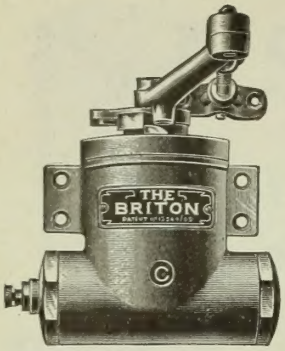
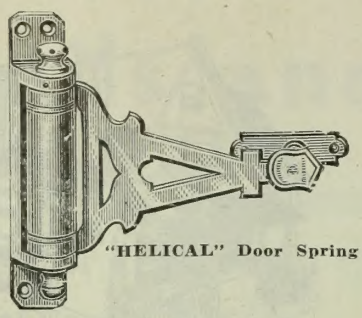
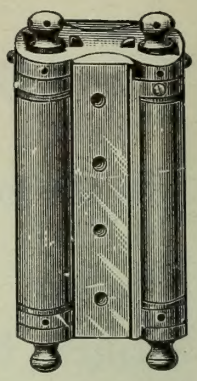


The "BRITON" Door Check and Spring



"HELICAL" Door Spring



Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

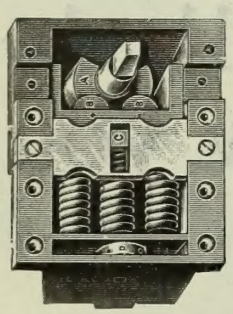
NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

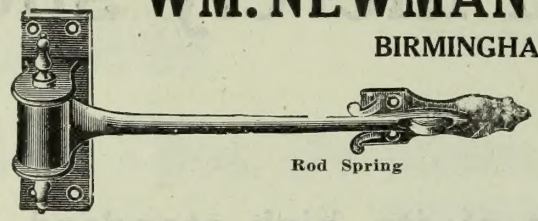
Be sure to get lists and full particulars now

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND



"Invincible" Floor Spring.



Rod Spring

ENQUIRIES TO

FREDERIC SARA & COMPANY

326 Ninth Ave. West, Calgary, Alta.

High Quality TOOLS

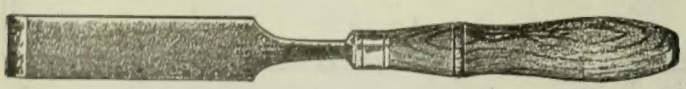
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.



ADAMSON

VULCANIZERS

Warning to the Trade:

It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

MADE IN CANADA

ADAMSON MANUFACTURING CO.

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

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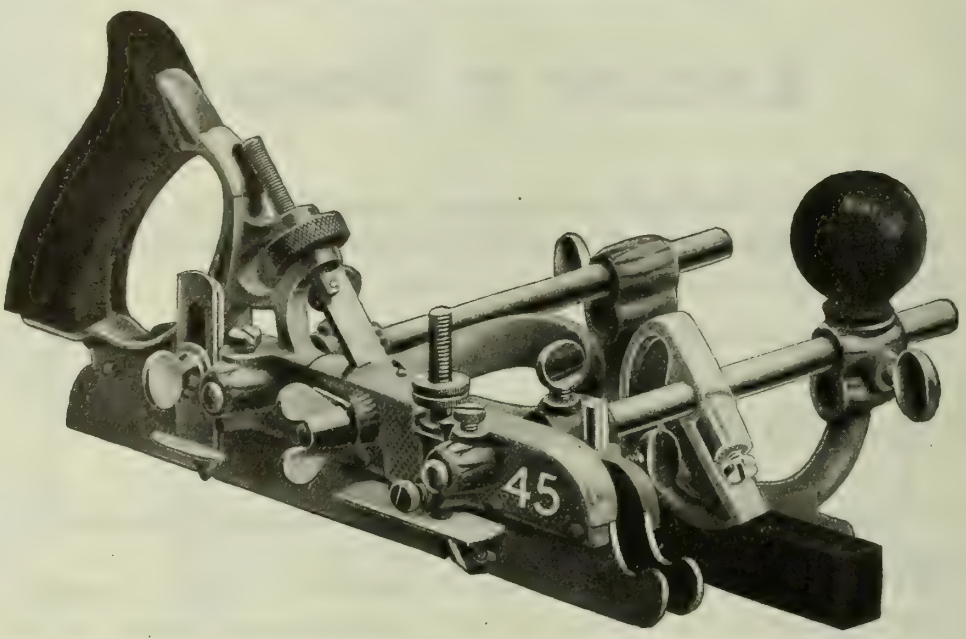
Stanley Tools



Stanley "Forty-five" Plane

MADE IN CANADA

This tool has long been popular with Carpenters, Joiners, Cabinet Makers, Pattern Makers and other artisans interested in woodworking of any description.

Combining as it does SEVEN TOOLS in a compact and practical form, occasions its use on many a job.

Display it with its cutters in your window and see that your tool-using customers receive our 12-page "F O R T Y - F I V E" booklet describing the tool in detail.

A Profitable Tool for You to Carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

Order Yours Now
Be Prepared

Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.

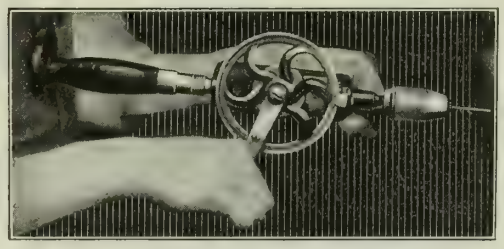
PHILADELPHIA - PA.

Worth Looking Into

Our Selling Service helps your Tool Department and every other part of your store. We are putting fifty years of study and experience on tool selling at your service in every way that we can—in the Selling Helps we offer you — in our handbook, "How to Sell Tools"—in our monthly paper, the "Millers Falls Star"—and through the representative that calls on you.

When you buy Millers Falls Tools, you buy merchandise plus this service that helps you turn your tool stock more quickly and puts a bigger net on your profit side.

If you are one of those who haven't yet learned what this Millers Falls Selling Service means—because you buy through jobbers or for any other reason—write us to-day and we will tell you all about it.



A Big Seller

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1917

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We trust that the Year Nineteen Hundred and Seventeen will be written into your business history as the most prosperous you have ever enjoyed. And we hope that it may prove but the forerunner of many years of Prosperity, Peace and Goodwill.

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GREAT WESTERN
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PORT HOPE
ONTARIO

—1835— —1917—

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

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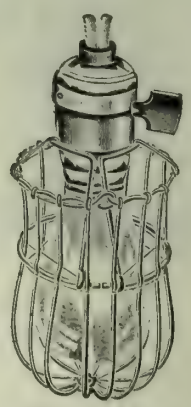

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For the up-to-date store, home and public building use "M-R Co." Ceilings and Wall-plates. Our range is the handsomest and most varied in Canada and we help you get the business. Many beautiful combinations of plate and cornice can be worked out.

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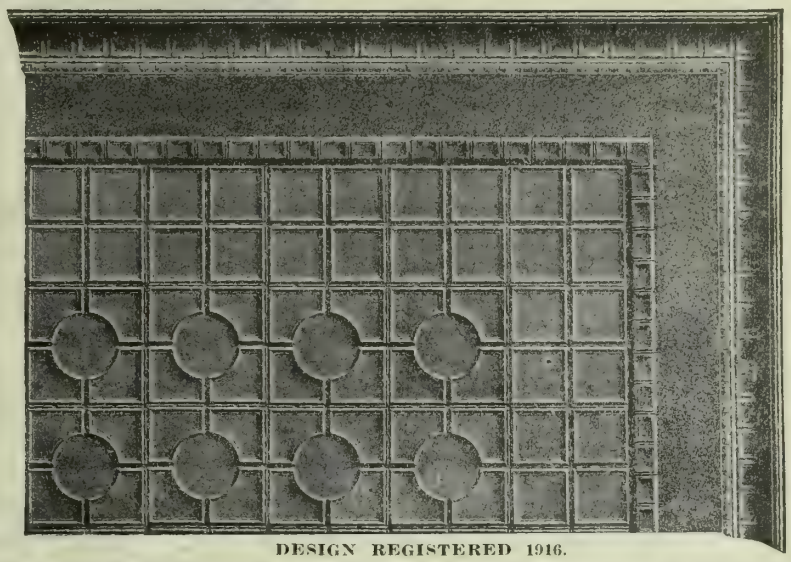

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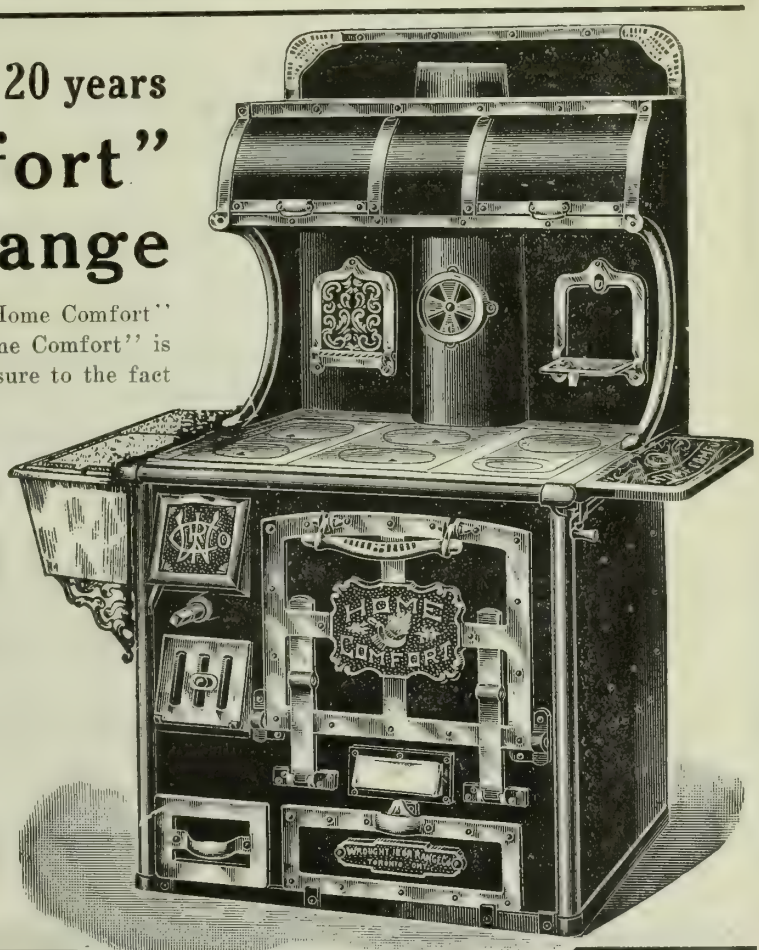

For the past 20 years we have sold an average of 2,500 "Home Comfort" ranges—a total of 50,000. In some communities the "Home Comfort" is found in scores and scores of homes—due in no small measure to the fact that one woman user of it has recommended it to her neighbor.

It is truly "Home Comfort"—a perfect baker, economical on coal, easy to run and durable beyond any other range we know of in its finish and in regard to numerous features, **it is women's own ideal**—they have told us what they want.

With such a good range, so well-known in your own community, you can sell the "Home Comfort" Steel Range with ease.

Write us about the agency for it.

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

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Canadian Consolidated Rubber Co., Limited

HEAD OFFICE, MONTREAL

28 Service Branches throughout Canada

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JANUARY 6, 1917 No. 1

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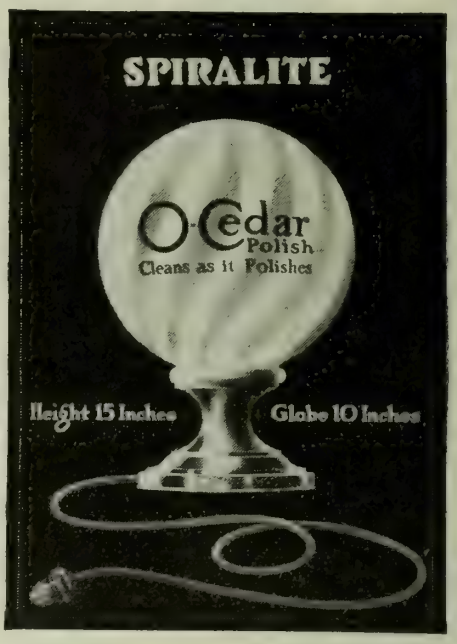

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½ doz. qts. O-Cedar Polish	7.50	¼ doz. qts. O-Cedar Polish	3.75
1 only, Spiralite.		1 only, Spiralite.	
	$60.00		$60.00

The above prices subject to usual discount

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A garage equipped with Stanley Garage Hardware.

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Write to-day for suggestions and advertising literature, and—if you do not already carry Stanley Garage Hardware—ask for Garage Catalog R11.

What a Well-Known Boston Architect Said:

"It has been my experience that swinging doors for the garage give far better satisfaction than sliding doors. They are easier to operate, never get out of order, can be made absolutely weather-tight, have no tracks to become clogged with snow or dirt, and take up no inside space."

Stanley Garage Hardware

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The Stanley Works

NEW BRITAIN, CONN., U. S. A.

Canadian Representatives:
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Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, JANUARY 6, 1917 No. 1

Proposed Increase of Cartage Tariff

Increased Cartage Charges Apply to All Part Car Lot Shipments—Will Affect Retailers Everywhere—Must Stand as an Increased Charge Against Goods, Says Wholesaler—Many New Articles Added to List of Exceptions to Tariff—Some Wholesalers' Opinions.

THE proposition of the railway cartage agents to revise their cartage rates by increasing the rate on all less than car lot shipments, has been placed before the Boards of Trade in the municipalities where such companies exist in all centres east of Port Arthur.

Any such change will in all probability ultimately be added to the cost of goods sold and consequently the matter is one of the greatest interest to all merchants over all the territory effected by this proposed new arrangement.

Increase Only in Part Car Lots

The new proposition is substantially as follows: The rates on all straight car load shipments shall remain at the present figures, the change coming in the less than car load rate which up to the present has been the same as for the straight car. The rate changes are as follows: In Toronto car rate 3¼ cents per hundred pounds, less than car lot 4 cents per hundred. In Montreal the car load rate is fixed at 4 cents a hundred, the less than car load at 4½ cents. In all other sections the increase is from 3 cents a hundred the car lot to 3½ cents for the part car. In small lots or individual packages it is proposed to increase the rate from 20 cents per hundred, the present rate, to 23 cents.

New Exceptions to the New Tariff

The new proposals also add materially to the exceptions to which this established rate shall not apply. The added exceptions are as follows:—

"Acids in carboys or demijohns, agricultural implements, bananas not crated, iron and steel products exceeding sixteen feet in length, joiner's work, loose lumber and ladders, loose leather, potatoes and apples in less than carload lots for private house delivery, rags, bones, scrap metal, scrap paper, scrap rubber in bags or uncompressed bales, sewing machines and billiard tables, motor cycles, bicycles and bicycle parts, and all empty packages, new or old, except knocked down flat, and caskets and coffins."

The contention of the railway companies is that on these particular lines the difficulty of handling and in many cases the long haulage of small lots does not make the outlined rate sufficient to repay them for the labor and time occupied in the delivery.

It is proposed that these new charges should become effective on March 1. Of course, these changes are subject to the approval of the different boards of trade in the centres where such cartage companies operate, it being beyond the power of such companies to make any arbitrary changes from and established tariff without the consent of the Board of Trade. Just what action the Board may take on the matter is not yet known, as the proposed changes have only recently been brought to the attention of the traffic department, and no discussion of the matter has taken place.

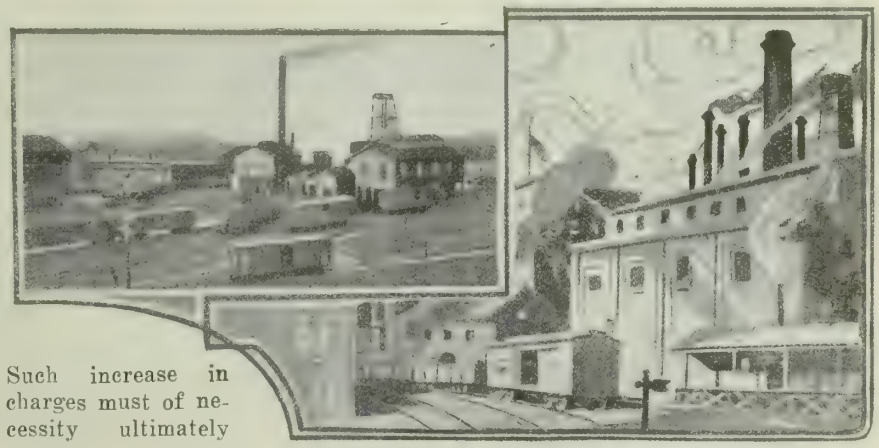
Extra Charges Will be Borne by Retailer

What effect will this have on the merchant? It will increase the cost of his goods, such at least is the opinion of a prominent wholeale hardware merchant of Toronto.

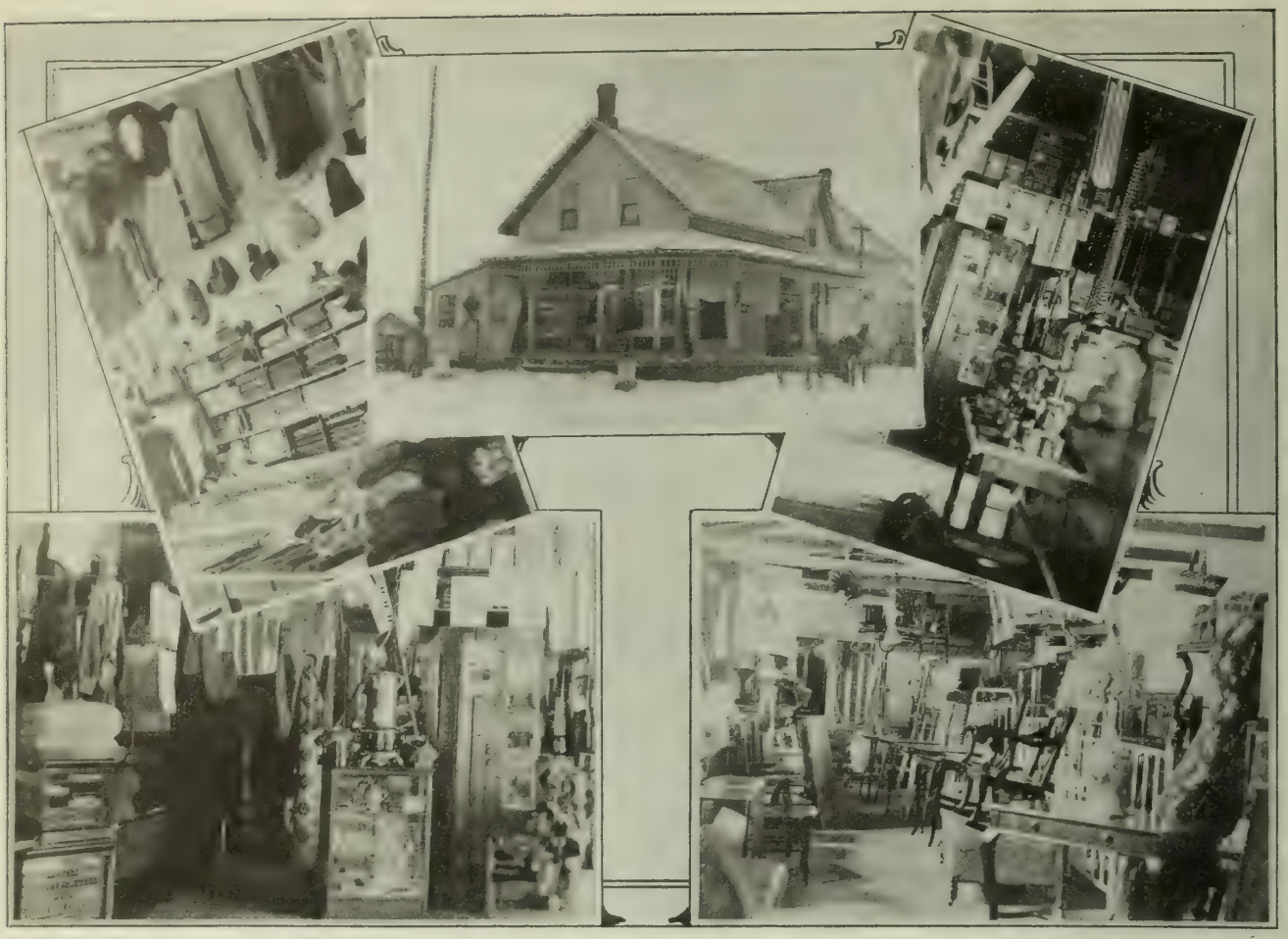
be borne by the consumer. Jobbers have been assuming so many small increases in the past that the cost of doing business has immeasurably increased. It has in fact gone as far as it can go, and any further increase must of necessity be an extra charge against the goods. Their own charges for doing business have increased in the past few years from about 12½ per cent. to 20 per cent."

"Would the increased rate mean any considerable item?" was asked. "I think it would be quite an item," was the reply. "In the hardware jobbing business there is comparatively few lines of goods handled in car lots. Some lines, of course, are stocked early in the season in quantities, but being near the manufacturing centre it is our principle to carry a comparatively small stock and turn it over frequently. I would judge that only 10 per cent. of our business is done in car lots, consequently the new tariff if it should come into effect would be operative against approximately 90 per cent of our business. Of course, the consignee already pays the cartage charges on goods shipped to him, but he would have this extra charge of ¾ of a cent in our case added to that amount,

(Continued on page 25.)



Such increase in charges must of necessity ultimately



Some views of the exterior and interior of P. C. Hanna's store at Campbellcroft, Ont.

Charging Interest on Accounts

A General Store's Accounts Collected on a Thirty-Day Basis — Outstanding Accounts Carried in Notes Bearing Interest—Putting the Country Account System on a Business Basis—Successfully Accomplished by Campbellcroft Merchant.

IS a cash business to be desired? This is a much discussed point, some people claiming that it is and others favoring a well regulated credit business, as much the more stable form of trade.

The farming communities however offer many conditions that complicate the discussion. For instance the farmers' business is a year business. He receives payment for his goods largely at one particular period of the year. At other times while perfectly solvent he may be short of actual cash. This has led to extended credits that have proved a very great hardship for the general merchant. A city merchant grumbles if his accounts slip over into the second month. A general store's open accounts may often run a year and when the season is bad sometimes slip over into the second or third year. These accounts too at the end of this period often amount up into the hundreds. This places the general merchant in a position of great difficulty. If he has not a very large cash reserve, he may find it very difficult indeed to finance.

Is the Cash General Store a Possibility

Is it possible for the general store to adopt any other system? The chorus of answering "No's" is almost unanimous. But there is at least one dissenting voice. It is possible to remedy the situation. It is possible to put a general store business on something like a cash business, without in any way antagonizing the patrons of the store. It is possible. This can be stated with conviction, because one man at least has done it.

Says Farewell to Mildewed Accounts

The store referred to is that of P. C. Hanna of Campbellcroft, Ont. Up to May 1915, Mr. Hanna had followed the general precedent, and he had the usual fine display of accounts that were almost mildewed with age. Some of them were good in as far as they were ultimately collectable, some of them were unquestionably bad. As Mr. Hanna pondered the situation, he came to the conclusion that from a strictly business standpoint they were all bad. Here were goods sold three years ago, still not paid for that had doubled or tripled in value. When the account was ultimately paid the goods would have been sold at about a third their value at the time of payment. Was this good business? If it was, Mr. Hanna could not see it in that light. He began to figure the proposition out.

Farmer a Good Financial Risk

The farmers weren't actually poor. Therefore having money their credit should be good, even if their money was tied up in a prospective crop. Why then thought Mr. Hanna should he display all the confidence. If this crop prospect were a real asset. Why should

not the farmer be content to finance with it as a backing. From this idea grew the General Cash store as an actual experiment in business. It is not a cash store as the retail trade accepts that term, but rather in the way the wholesaler considers it, counting 30 days as a cash basis. In May 1916 this new system was inaugurated. A notice was sent out to all Mr. Hannas customers, pointing out how the war had changed all conditions of business and had made the financing of a large stock a much more difficult task than it had been in the past; and outlining his proposition, for making the store from that date a cash store allowing only thirty days credit. A good many of Mr. Hanna's friends predicted a sudden and complete demise of the business he had built up with such care. A cash store, even that kind of a cash store wasn't a possibility in the country, they said. Mr. Hanna believed otherwise and went ahead. With what success?

The Proof of Success

Well, Mr. Hanna keeps a monthly balance on all his business. That ought to show whether business was falling off or not. The first month of the business under the new system, showed very little change over the same month of the preceding year, if anything it had a little better than held it's own, the following month however when the scheme had a real chance to show itself the business showed an increase over the preceding year of a cool $1200. And mark you that wasn't in the doubtful asset of a statement but in good coin of the realm, or else in notes that were discountable at any bank and that in the interval paid their way.

Taking a Farmer's Note for Credit

Under the new system a surprisingly large number of accounts are actually paid on maturity. When a man however is not in a position at the moment to meet this liability Mr. Hanna takes a note for six months. In all instances this has been readily given. This note bears interest at 7 per cent. before and after maturity. Now seven per cent. may not be a very gilt edged profit, but it's a long way better than nothing, and it's a still longer way better than having to borrow money at seven per cent. to help carry these long overdue accounts on the books. These notes are negotiable. But Mr. Hanna does not discount them. If it is of advantage to the bank to discount these notes it is also of advantage to the merchant to hold them himself. Even seven per cent. is an item worth considering. Mr. Hanna does not however forego all the advantages that the possession of this negotiable paper gives him with the bank. He deposits these notes as an evident and available asset, and they are recognized as such by the Bank.

The Three Request System in Buying New Goods

It is not safe to draw conclusions from one case as to what might be feasible in another, but in Mr. Hanna's case, at least, this has been a shining and outstanding succes. Of course there may be a good deal in Mr. Hanna's method of doing business. He is a man of many ideas, and possibly some of these have also had a good deal to do with his success. For instance, how many men have any system in ordering new goods? Well, Mr. Hanna has. He keeps what he calls a "Want Book," when a new article is asked for he does not at once order it. He used to, only to find that the one demand was possibly the only one he had. Now he enters the demand in the Want Book, if there is another request for the same article is received he makes an additional entry in the book if it is asked for a third time, he considers that there is a real demand, and the article is at once stocked. All new goods have to meet this test of three calls before they are stocked. In this way he has been able to avoid dead stock to a most extraordinary degree.

Working With the Drummer to Beat the Mail Order House

What about the mail order business Mr. Hanna was asked. Does it curtail your trade to any extent? Not much, he thought. A good many merchants do the mail order house's advertising for them by talking against them all the time. A little opposition he thought didn't do any harm anyay. The hardest opposition any man could have, was none, at all, this was his situation. It gives the people nothing on which to base a comparison of prices and consequently they often thought that they were being overcharged when there was no justification for such a suspicion. In this way the mail order house has done him some good. Not that he lets them have their own way. He has his own methods of meeting the competition. And "the head and the hoof" of these, as Kipling would say, is to keep posted on his customers' wants. With that end in view he spends a good deal of time out in the country. He does a large produce business, of which mention will be made later, and while engaged in this he keeps posted on what is going on. If a farmer is building a new barn, there is roofing, lightning rods or a windmill to be thought of. If he doubts his own ability to sell this man he gets in touch with the wholesaler. The tip is worth something to them and they will send an expert salesman. Mr. Hanna instanced one little trip with a salesman when they had sold 145 squares of roofing, in a couple of hours, his profit on this little transaction netted him $58.00. This matter of keeping abreast of the farmers' needs and suggesting them almost before they have entered the farmer's own mind has helped him greatly in his business. For instance Mr. Hanna says: "There is a lot of information that may be gained in studying outgoing and especially incoming freight. It lets you know who is buying and where; valuable hints may often be gleaned this way."

Letting the Farmer Weigh and Count His Own Goods

The handling of produce is one of the big ends of Mr. Hanna's business and here too he has some ideas of his own. "For one thing," said he when asked what methods he adopted, "When poultry of any description is brought in I always let the farmer weigh his own. I examine the weight afterwards of course to make sure, but more as a matter of curiosity, as it were, not in a way to make them think that I doubted that it had been correctly weighed. That saves a lot of suspicion on the part of the farmer." He follows the same system in buying eggs, the farmer counts them himself. "If the farmer claims to have 15½ dozen and my count shows only 15 I never dispute the point with him. I may have made a mistake, and anyway if I check him up I will probably offend him and the loss doesn't amount to much. Of course if it happened regularly, that would be a different matter. Mr. Hanna does a big business in this line. For instance, during the egg season he often ships over 800 dozen a week. Butter 800 to 1,000 lbs., while weekly shipments of poultry often run as high as 3,000 lbs. and around the Christmas season often more.

Cash Price or Trade Price for Produce

Since his new cash business system went into effect Mr. Hanna has adopted a new method of handling produce too. For instance, he has two prices. One a cash price, the other a trade price. The trade price was one cent higher than the cash price, and whenever a customer took his payments in trade instead of cash they get the advantage of this increased price. The result of this is to reduce the people asking for actual cash to an almost negligible quantity. Prior to the introduction of the cash system, Mr. Hanna used to give due bills for this produce that were redeemable at any time. The difficulty with this was that the farmers were apt to hoard these due bills for months. These were always an overhead charge on the business and might be pre-

(Continued on page 25.)

HARDWARE & METAL
CANADA'S ONLY WEEKLY HARDWARE PAPER
Vol. XXIX. TORONTO, JANUARY 6, 1917 No. 1

A NEW kind of food is on the market in the form of rabbit sausage. Cost of living may take another jump.

* * *

WITH stock-taking over, most hardwaremen can now settle down to a vigorous campaign on winter lines.

* * *

THE KRUPPS have declared a 12 per cent. dividend. This doesn't seem big in view of their output. But it may be the last they will ever get.

* * *

STOCK markets are peculiar institutions. The declaration of war closed them up; now hints of peace cause the bottom to fall completely out of stocks.

* * *

SOME MEN, usually well-informed, are convinced that war cannot last much longer, owing to internal conditions in Germany. Business men should consider this possibility.

* * *

AN AMERICAN newspaper referring to the new Order-in-Council, speaks of it as Canada's New Sherman Law, and describes it as: "The extreme of public prejudice visited upon the most convenient goat." Well that's about the way it looks apparently to a lot of the folks over here.

* * *

BRADSTREETS report of failures in the United States for the week of Dec. 16 shows 322 failures for the week as against 297 for the same week of the preceding year. It is interesting to note that 92 per cent. of the failures had less than $5,000 capital and 6 per cent. had from $5,000 to $20,000. An interesting commentary on these bankruptcy proceedings is the case of one of the failures, liabilities $13,000 assets $12,000 of which $10,200 was represented by open accounts.

DANGER OF CUTLERY STOPPAGE

ALTHOUGH an effort has been made to devote as much attention as possible to the promotion of the export cutlery trade, there is great danger of the Sheffield cutlery industry being brought to a standstill for want of raw materials. The English *Ironmonger* referring to the situation points out that the cheapest grades of table cutlery, scissors, spring knives, butchers' knives, matchets, and other large cutting instruments are made of open-hearth steel, the distribution of which is now strictly controlled to conserve supplies for the manufacture of munitions. No such steel may be sold or rolled unless the order is accompanied by a Ministry of Munitions certificate setting forth the purpose for which it is ultimately to be used. Most of the cutlery makers get their cheaper class blades from what are known in Sheffield as cutlery forges, and the mills are not allowed to roll steel sent by these forges without the above-mentioned authorization, nor are the forge-owners able to replenish their dwindling stocks of steel unless they can guarantee that the material will be wholly used in the execution of Governments contracts. The cutlery makers use the blades for war, export, or domestic orders as circumstances may require, and do not appear to have troubled about certificates. As the consumption of steel for cutlery purposes is a bagatelle in relation to the aggregate output of steel, it was thought that the Government, without incurring any risk of injury to national interests, might allot to the cutlery industry a specified tonnage sufficient to cover its needs for a given period, leaving the distribution of the material to a body representing the firms interested. The Government was urged to adopt this plan or some other form of relief, but the official attitude is that the public can do without cutlery and that men and women engaged in its manufacture can be employed in some occupation more useful to the country in its prosecution of the war.

The Government, however, realizes the importance of promoting export trade and has made some concessions in this connection. The scheme, however, it is said, is unsuitable to the needs of the industry, and is so burdened with details and restrictions, that if adhered to will suspend business to a great extent.

STOVES ADVANCE IN U. S.

UNITED STATES manufacturers of stoves, ranges and heaters, will, it is said, have to advance prices on stoves owing to new conditions. U.S. stove manufacturers were recently called upon to confer with the representatives of 14,000 moulders who demanded among other things a wage increase of 26 per cent. A meeting was held at Atlantic City and the stove manufacturers were forced to sign an agreement with the Moulders' Union, whereby the latter will receive an increase of 18½ per cent. in wages, and the working day will be cut by ½ hour. With pig iron double its former price, and sheets, bolts, plating supplies, etc., all costing more than ever before higher prices are inevitable. The new scale of wages went into effect on January 1. The stove men were represented by the Conference Committee of the Stove Founders National Defense Association. The original demands of the Moulders' Union were declared to be prohibitive. A compromise was reached after several days' discussion. For a time it was feared that there would be a general tie-up of the industry. It is stated that the advance in wages is the largest single advance in the history of the trade.

How Matt Horton, Hardware Dealer, Built Up His Business

Matt Lives in a Canadian Town of 3,000, Like Many Other Hardware Dealers — His Mailing List—His Maps—Matt is a Good Mixer, and Makes it Pay.

By John C. Kirkwood.

WE'LL call him Matt Horton, because that isn't his real name, and the fictitious name will disguise him sufficiently.

Matt is a hardware dealer, and a good one. By good I mean that he sells lots of goods in a year, and makes a profit most of the time; and he does this by trying all the time. Matt's backbone works, and is the real stuff; it is not just gelatine.

Matt's so-called "opposition" is no older than Matt in years, perhaps no older in sin; but in fashions and in ginger he is a decrepit. His chief worry in life is Matt Horton, and his chief customers old fogies whom Energy and Initiative and Sunniness hate as they themselves are hated. These desiccated and drab old codgers with penny wants listen to Dried-up Sloth analyze Matt and forecast his early downfall; and Sloth listens to their 'ay-'ay's, and takes comfort in their nodding heads.

But we'll forget Old Dried-up and his brethren, and keep company with Matt, for Matt smiles and does things and has no grouch.

Ask Matt to tell you his story, and he won't do it. Listen to him much and you'll learn from parentheses in his conversations how he wins as a merchant.

We're going to put words into Matt's mouth—his own words, though not all spoken at once; and put together in a way that might lead him to deny having ever said them; but he can't—and won't—deny that they tell the story of his success and progress, and of his ways and ideas, and perhaps Matt's story will cause some reader of HARDWARE AND METAL to say "By jinks, I'm just as good a man as Matt Horton. I can do what he has done. And, by jinks, I am going to try."

Matt Starts Business in Hurston

"You know, boys, how I came to be one of you. I bought this business after Dick Riley had run it into bankruptcy, and there was nothing to buy but a pretty poor lot of ancient stock. But the business was a good one when Dick's father was alive, and yours is a pretty good town, boys, and you've got a mighty good country all about; and I figured that things were not so bad when all was said and done, and that I had as good a chance in Hurston as I would find anywhere, and so, boys, I set up here.

The story of Matt Horton makes good reading—good because it is suggestive and meaty; and has to do with Salesmanship—the hardware dealer's and the World's greatest business.

The methods that Horton used, and his ideas, can be used by others—and some of them should be used by all retailers.

This is the first installment of Matt Horton's story. The second will appear in an early issue of HARDWARE AND METAL.

"The Riley location was first-class, and was known as a hardware store for forty years; and the old store had possibilities in it for improvements. But it was at the beginning a good deal too big for my stock and my business. However, I found ways of overcoming that situation.

"When I came to Hurston I was a stranger; and that was something I didn't mean to remain long. Of course the churches were after me, but I wasn't minded to get caught up too early in any net of that kind. Also, because I was unmarried, I had a welcome in certain quarters, but I wasn't matrimonially inclined in those days. A bride I had—my business; and my business was not just my stock; it was also the consumers of my stock—the good people of Hurston and of the country round about.

Getting Acquainted

"I have said that my first objective was to get acquainted — to get myself known, and to get others to know me.

"Your two weeklies gave me one means of introduction — a sort of short-cut route; but, as you know, I didn't rely on them altogether. Newspapers are pretty good; and the more you use them the right way, the better they get; but they weren't quite personal enough for me.

"Perhaps I did put pretty live 'copy' into my ads., and perhaps they did make everybody pay attention—some attention—to me; but they didn't get me a whale of a lot of business at the beginning. You people who live about here are a canny lot, and you don't answer back any too quickly to the courtings of strangers. I've seen others who have come to Hurston since I came try to 'rush' Hurstonians and the farmers shopping here; and use page ads., and offer big bargains; and I've seen their failures.

"No, rush and noisy ways don't win me, and I concluded they wouldn't win others, especially those more conservative than I am. Also. I wasn't out to sell at bargain prices. I had to get a profit in order to pay my way; and besides, I didn't want to get the people I meant to serve thinking I was a cut-price chap.

A Mailing List

"Now, if there is one idea I have deep-rooted it is that the way to get acquainted is to know people's names and faces and as much about them as a merchant should know. I don't just want to know that Hurston's population is 3,000; and that the county contains 17,000 people. I want to know the names, addresses and businesses and probable requirements of these 17,000 or 20,000 people for whom Hurston should be a shopping centre.

"You know that you hear or have heard from me through the mails; that you've had personal letters—addressed to you personally, and signed by me personally—probably a score of them; and you know that now we have a rural telephone system in our county, I take trouble to 'phone you sometimes — when I have something worth your hearing about.

"And so I set about the very first month I lived in Hurston to build up a list of customers and should-be customers—in Hurston and outside of Hurston. I had given some attention to mailing lists and knew how to compile them and use them.

"Now I am not a good penman so I do not write out my own cards. I have a young girl who does that for me.

"The first girl I employed I found by offering a prize for the best handwriting, and the competition was open only to Hurstonians, and open only to those aged 16 or over. This little competition, I may say, didn't do me any harm as a form of advertising.

"I am not going to tell you about my card index system, though I'd like to say much about it; except this: I use two

colors of cards, white and buff. The white ones represent non-customers; the buff, customers. When I began I had mostly white cards in my drawers. Now the white cards are fewer than the buff-color cards. These white cards worry me and tell me where to point my guns.

"The first girl I had came to me for an hour or so each week, and sometimes took work home with her. Anything I have paid her she certainly earned. She's married now, but I have a good successor. This mailing list of mine, and my use of it, have earned me literally thousands of dollars. It is one of my chief assets, from my point of view, and it interests me as much to-day as the first day I installed it. I know that it has given me tremendous advantages over others—even over the department stores.

Matt a Good Mixer

"I make it a point to know everybody I can—children and grown ups. I ask who that is and who this is—man, woman and child; and I jot down the information. I take particular pains to get names right—initials and spelling. I ask questions right and left. And in the case of men, I talk with them whenever and wherever possible.

"They say I'm a pretty good mixer. Perhaps I am, but it pays me; and, besides, I enjoy it. I've something more to say to a man than, 'How's the missus?' and guff of that sort. I want him to talk to me—to give me information, his views and opinions; and so I try to get him started on subjects that he can speak on.

"People say of me, 'Matt's a wonder! He knows everybody and he can talk about anything.' But if this is true, it is because I have cultivated this quality of being a good mixer.

Matt Uses Maps

"You ought to see my maps! Come in some time and see them. I have maps of Hurston and all the townships tributary to it. I've had the school-children draw these maps for me—another competition. I got the inspector interested and the school teachers interested, and the rest was easy. I have the names of every family in the county and know exactly where each lives; and I mark with colored pins the homes and farms to which I supply goods.

"These maps furnish me with a vast amount of information. I know, for example, the farms which have gasoline engines—and this tells me those which have not. Those with gasoline engines need gasoline; those farms with no gasoline engine are prospects for one—and I sell gasoline engines and gasoline.

"I know the farms which have feed and litter carrier systems, and steel stanchions and stalls; and those that have not. The information is useful to me—pays me most handsomely.

"I know the farmers that have motor cars—they need gasoline and accessories; and I make a good deal of money out of this definite knowledge of mine.

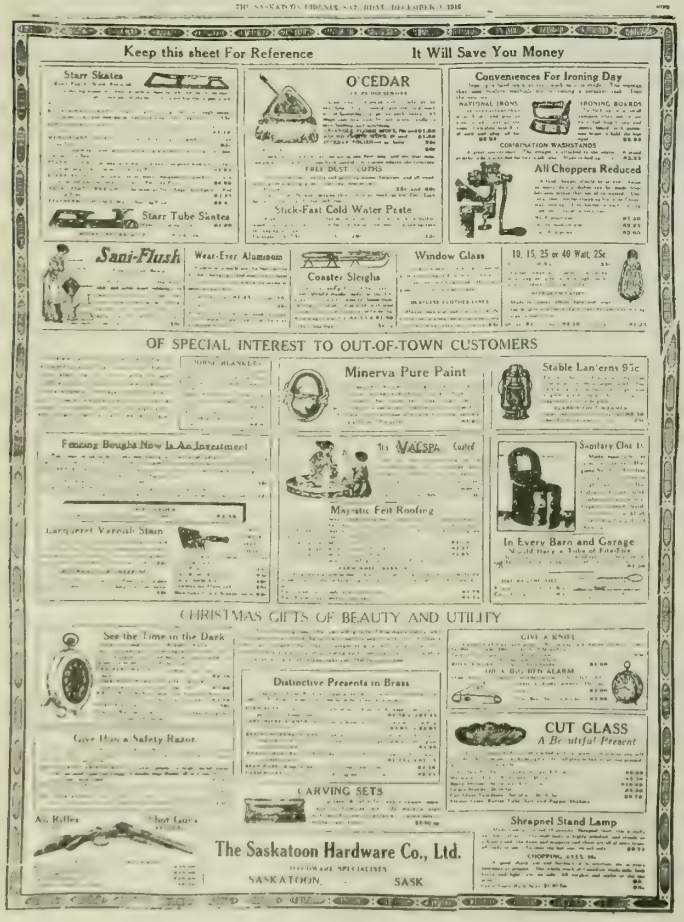
"I know the farmers that go in strong for dairying and stock-breeding—for I have quite a number of things to sell them.

"But I don't need to say more about my maps. All I want you to know now is how my maps come to be real salesmen for me.

Matt Doesn't Do It All Himself

"There is one thing I want to say: I use the brains, time and services of others to help me run my business. I think my time can earn me more money when spent in constructive and selling work than when spent straightening up shelves, dusting and doing such common work. I think I have the selling sense in good measure and pretty well developed.

(Continued on page 25.)



This 2 page advertisement in a Saskatoon paper is meritorious both as an example of good treatment and copy, and as an example of faith in the future and value of publicity. The advertisement is that of the Saskatoon Hardware Company, of which J. L. S. Hutchinson is president and manager, and was prepared by Wilfrid R. Kell, who is manager of the Publicity Department of the Retail Merchants' Association of Canada. Mr. Kell writes that in spite of inclement weather and war conditions, good business was done and the cost of the advertisement warranted by results. The sale featured is an annual Red Tag Sale to dispose of all surplus stock—a good idea.

Cardwriting Made Easy

by R. T. D. Edwards

LESSON NO. 24

USES OF THE INDEX HAND

IT has been emphasized many times in this series of cardwriting lessons, that it is, not at all necessary to be an artist to become a proficient cardwriter. Nevertheless, it is necessary to be able to draw, to a certain extent, in order to fulfill all the requirements of a cardwriter.

Among the many little bits of art work a cardwriter is called upon to do is the index hand. This is something a cardwriter in a large store may have to draw many times during a week's work. A cardwriter of a smaller store does not have the same call for this kind of work but should be able to do it as well as his more experienced brother.

Speed and effect are the two main points to be obtained. The cardwriter should be able to make the directory or index hand very rapidly, as this style of card should be turned out just as quickly as the other style of cards.

There may be many cardwriters who cannot work quickly because of non-practice. For the benefit of these, the following quick method of obtaining a drawing of the index hand is suggested. Draw very carefully and lightly an index hand on tough drawing paper. Have it well proportioned and full of life. When it is satisfactory trace heavily. This will be a pattern that is always ready for instant use. To use, place a piece of carbon paper under the drawing and trace. This will give a faint outline in the desired position on the card. This should then be retraced with pen or brush as the case may be. About three different sizes should be made and kept ready for instant use. These patterns may be reversed by simply using the carbon paper with the black side up and under the drawing already on. This will give a drawing of a hand pointing in the opposite direction.

One thing essential is to have the drawing beyond reproach, even by an artist. That is, have the proportions correct and make it appear full of life and snap. This must be done entirely by outline. Shading of the drawing should not be attempted. Another thing to be avoided is the tendency to reproduce the human hand in its natural state. It should only be made as an outline drawing that will give at a glance the desired result of acting as a directory.

Some cardwriting courses on the market to-day use a method for hand formation which should be commented upon. This style is the using of angles, etc., in order to get the hand in the proper proportions. It is a very slow process and all one can say about it is that it is not "modern cardwriting." It is more of a draughtsman's or designer's method and too slow for rapid cardwriting.

It is well to have various styles of index hands that can be used for variety's sake. If one keeps their eyes opened, these may be found from time to time in magazine advertisements.

Note carefully the collection of cards illustrated in Fig. 1. Here we have a few styles of index hands in actual use on show cards. These only represent a few of the various ways in which the hand can be used.

Card No. 1 is 11 x 14 inches in size and shows a brush stroke outline index

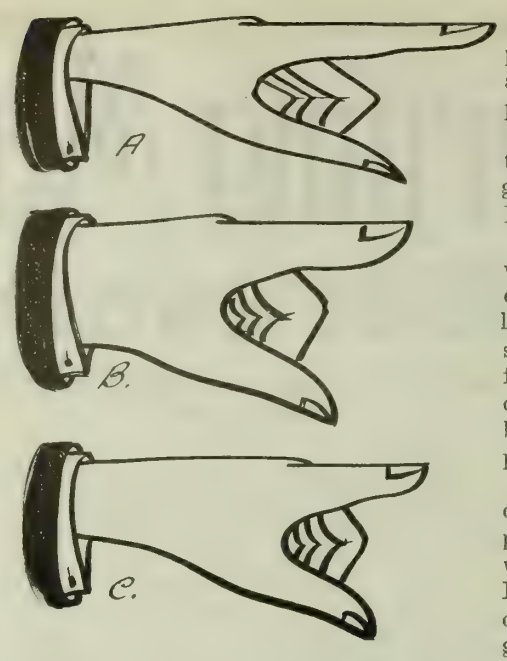
hand in use together with the upper case lettering shown in this month's chart.

The pointer shown is a style which is favored by many cardwriters, both on account of its being an easy one to execute and being snappy in appearance.

Card No. 2 is 14 x 22 inches in size and written portrait style. A card after this nature can be used to attract the attention of the customer. It should be hung near the stairway so that the hand would be pointing down in the right direction. If suspended from the ceiling, it should be similar on both sides. It will be noticed the hand is not the same shade as the card. Mix a flesh shade of opaque show card colors (red, yellow and white) and paint all the interior. This is not shading and only takes a couple of minutes to do. This makes a very effective contrast to the white background. The hand is first outlined in black with a small brush. The lettering on this card follows out this month's lesson chart with the exception of the words "in the basement," which are brush stroke work. The underlining is flesh color, the same as the hand, and the outline border of the card is black.

Card 3, the "Children's Section" card, shows the use of a silhouette pointer. This makes a very effective card and readily attracts the attention of the customer. This drawing is very similar to that on card 1, except that this one is made silhouette by painting in with black. Note how the narrow white lines bring out the lines of the fingers and nails. Note how the cuff is treated. The lettering is of the lower case type and shows this month's lesson put into use.

In card No. 4 we have the arrow used on the card as a pointer in place of the hand. This is not so popular as the latter, but is quite as effective. It is very easily drawn and serves as a variety. Note how the grey shade is used behind the arrow. This makes it stand out in relief. The word "stoves" illustrates how a work with the letters receding is made. It starts at the left, about 2½ inches in height and slopes to about 1½ inches. The top of the work is kept parallel with the top of the card. The bottom of the word slants up to the right.



Card No. 5 shows the pen-drawn index hand in use. A drawing like this should be used on a card that is to be seen at "close up." The fine lines are too light for a card that is to be seen at a distance. This card also shows this month's lesson in use.

It will be noticed by viewing all these cards the importance of proper spacing to allow for the index hand. Note how the lettering is curved and sloped to make the pointer prominent. This is a very important part of the work and special attention should be paid to it.

Errors in Drawing

In Fig. No. 2 we have an object lesson. These are a few of the many errors made by beginners who will not take the time to make these drawings correct.

"A" Here is a hand that is too narrow. Note how narrow the wrist is. This mistake is often made and should be avoided.

"B." This is just the opposite to the preceding one. It is too short and thick at the wrist. Note how clumsy it appears.

"C." This is another common mistake. The wrist is too long and the fingers and thumb are too short and stubby It is important that this be avoided.

During this entire series of "Cardwriting Made Easy" lessons, many varieties of alphabets, both of heavy and light formation, have been taken up, some suitable for large show cards and others for the the finer kind of show cards. All of these are important to the cardwriter because each and every one has an important place in the show card world.

The alphabet this month shows yet another style. This one is called by sign painters "thick and thin." Some cardwriters call it a single and double stroke. It is a bold faced letter which is used on large signs and show cards alike with good effect.

For the finer show card work it is not advisable because a small bold faced letter has not the appearance that a finely spurred pen or brush stroke Roman letter has. So it is well to keep this letter to the larger cards and posters. For any card or sign that is to be read at a distance this type is excellent.

For reference sake we will call this a thick and thin type. It gets this name because one stroke of the letter is thicker than the other. On show cards, when this type is used, always use a brush that makes a stroke the same width as the narrow stroke of the letter. That means the narrow strokes are all to be made with one stroke of the brush. The wider strokes being twice as broad or two strokes wide. This type when executed properly does not need any filling in because the outline strokes will completely cover the centre of the letter.

It will be noticed that the stroke of each letter has not been numbered on this chart as on previous charts. This is more difficult to illustrate on account of the more numerous strokes than the brush stroke letters have. However, with

the previous lessons in mind one should experience no difficulty in working out this formation. The numerous overlapping of strokes also makes it impossible to number them correctly.

The first thing is to have the brush working properly. It must have a good chisel point and without a ragged edge. As the width of the fine stroke is a brush stroke use the size of brush that will make this stroke properly. Have the color working smoothly and work the brush to a good point on a piece of waste card before attempting this work. An individual explanation of this alphabet is not necessary, as the same method applies all the way through. Some of the curved letters are marked when the strokes join or overlap. The arrows indicate the direction in which to draw the brush. Notice that the ends of all strokes are finished with a stroke across the end.

PROPOSED INCREASE OF CARTAGE TARIFF

(Continued from page 17.)

while another ¾ of a cent a hundred, as I said before, would perforce have to be marked against the selling price of the goods. Though I have a good deal of sympathy with the cartage companies and their difficulties, we would register a protest against such an increase as a matter of principle until it was proved that the advance was necessary."

Considers the Increase Justified

A promient wholesale paint jobber of Adeltide Street West, Toronto, was of the opinion that the increase was quite justifiable, and was of the opinion that the wholesale trade as a rule would consider it so. He admitted that the extra cost would have to go against the charges of the goods, but thought the item was a negligible quantity as far as the individual buyer was concerned, though the aggregate would probably be a big item for the cartage companies.

The matter is now in the hands of the different Boards of Trade awaiting their action on the matter.

CHARGING INTEREST ON ACCOUNTS

(Continued from page 19.)

sented at awkward times. Now everything is paid for in cash, that is to say, by one or other of the methods noted above.

This incoming business as is readily seen is a big item, but not more so than the outgoing. Mr. Hanna carries a stock valued around $15,000 and practically every cent of that is good, live saleable stock. He doesn't let dead stock accumulate, nor does he leave it on the shelves to get shop worn and until the customers' eyes have grown tired of it. When he once definitely decides that the commodity is not moving, he withdraws it for some time, bringing it back again later and featuring it in a prominent place at a reduced figure. Often indeed he finds some place to dispose of it even without reintroducing it into the store stock.

A Comprehensive Stock

Mr. Hanna handles groceries, dry goods, hardware, boots and shoes, in which he carries a stock valued at $22,000, which is ample evidence of its completeness. He has also a very complete furniture department that occupies a long room opening off the store proper. The fact that he can turn this stock over three times a year is an ample proof that this is a paying line. Heavy hardware is handled in a department back of the store. Here too is a store room of flour of which a heavy supply is carried, Mr. Hanna using it as a leading line and selling it at a small profit. Upstairs he keeps standard remedies, hats and caps, a tinware department, and also here he carries superfluous stock that has not yet been required. Upstairs too he has a store room for seasonal goods. For instance, summer dress goods that are carried over are securely stored here, protected from light and dust and moths. This little idea alone has saved Mr. Hanna much needless loss.

Mixing Brains With Work

Here is a general store run by a man who has put brains into his work. It is not advantageously situated to any extent, yet Mr. Hanna assures HARDWARE AND METAL that he would not give up his location in Campbellcroft, that only claims a population of about 200 persons, and at that apparently exaggerated, for a store of like proportions in the best business town known. Probably he is right, though still in the very early thirties Mr. Hanna has built up a successful business and has proved to a conclusion that the general store is a perfectly sound commercial proposition, with limitless opportunities for growth and expansion.

HOW MATT HORTON BUILT UP HIS BUSINESS

(Continued from page 22.)

"I'm something more than just a storekeeper—a man who keeps a store open for the convenience of those who want or need the merchandise he sells.

"The I-am-here-when-you-want-me type of dealer is a pretty dead sort of individual, and gets little fun out of life. As for myself I find supreme delight in making the good people of Hurston and vicinity actually want what I want them to want.

"When I came here there was no snow-shoeing done, no ski-ing. So I used silent yet effective methods to start some of the young people snow-shoeing and skiing. It sells for me every year some pairs of snow-shoes and skis, and has helped to make my store first for sporting goods.

"I just mention this one instance to give you a better understanding of my ideas and ways. My business is to make more business, to sell more than the public are likely to buy if left to themselves. I think I do them good by rousing them out of their dull content, and I know I make money out of their awakened desires, and I get a pile of fun out of my activity."

(To be continued.)

TRADE INQUIRIES

1791. **Iron and steel.**—An East London firm asks for correspondence from Canadian manufacturers of regular bar and steel iron.

1792. **Woodenware.**—An East London firm asks for samples when possible, catalogues and price lists of woodenware of all kinds, including stepladders and handles.

1796. **Hardware.**—A Queenstown firm make demand for supply from Canada of hardware, household and building. Special cheap lines of goods suitable for native trade. They request samples when possible, also catalogues and price lists of lanterns, cutlery, household tools, farm tools, shovels, enamelware, household utensils, stoves and other lines.

1797. **Binder twine.**—A Queenstown firm asks for samples and prices of Canadian-made binder twine.

1800. **Wire.**—A Queenstown firm asks for sample, prices and particulars of packing on such lines as fencing wire, baling wire and wire netting.

1801. **Hardware.**—A Port Elizabeth firm make demand for supply from Canada of hardware, household and building. Special lines of cheap goods suitable for native trade. They request samples, when possible, also catalogues and price lists of lanterns, cutlery, household tools, farm tools, shovels, enamelware, household utensils, stoves and other lines.

1804. **Hardware.**—A Port Elizabeth firm make demand for supply from Canada of hardware, household and building. Special lines of cheap goods suitable for native trade. They request samples, when possible, also catalogues and price lists of lanterns, cutlery, household tools, farm tools, shovels, enamelware, household utensils, stoves and other lines.

1812. **Sheet-shearing and cutting appliances.**—A West of England firm manufacturing sheet-shearing and cutting appliances wishes to get into communication with a Canadian engineering firm willing to take up their Canadian patent rights.

1816. **Hardware.**—A Port Elizabeth firm make demand for supply from Canada of hardware, household and building. Special lines of cheap goods suitable for native trade. They request samples, when possible, also catalogues and price list of lanterns, cutlery, household tools, farm tools, shovels, enamelware, household utensils, stoves and other lines.

1820. **Paints and varnish.**—A Port Elizabeth firm is prepared to consider a Canadian line of paints and varnishes. They request samples, color cards and other details.

1821. **Wire.**—A Port Elizabeth firm asks for samples, prices and particulars of packing on such lines as fencing wire, baling wire, and wire netting.

1822. **Iron and steel.**—A Port Elizabeth firm asks for correspondence from Canadian firms able to ship regularly bar and steel iron suitable for country blacksmith and cart and carriage ware.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The year just closed has been a prosperous one for the Canadian hardware trade, despite the great difficulties experienced in securing supplies. The outlook for 1917 is exceptionally bright, and retailers are buying freely, but cautiously. Deliveries of many spring booking orders will be made earlier this year than in previous years. The demand for iron and steel is as insistent as ever. Deliveries of sheets are hard to obtain and jobbers stocks are being rapidly reduced. Higher prices than the high prices now in effect will become inevitable before long. Owing to high costs of raw materials and production, many stove manufacturers have found it necessary to advance prices. A large number of other important price changes have gone into effect this week, and include advances on black and galvanized iron pipe, sisal products, pipe couplings and nipples, machine screws, screw and strap hinges, revolvers, lath yarn, vises, sisal clothes lines, halters, plow lines, horseshoe nails, coal oil, axes, snow shovels, hay baling wire, conductor pipe, stoves, picks, grindstones. Many travelers are again out on the road, following the usual Xmas holiday period.

MONTREAL MARKETS

MONTREAL, Jan. 4.—Price increases are still the order of the day, as will be seen by this week's report. Stoves are up; iron pipe is up; axes and picks are up; ship spikes are up; lumbering tools are up, crowbars are up; and a great many other lines will be found influenced by the extremely firm condition of the iron and steel market. Great scarcity of certain machinists' tools is felt. Just at the time of writing business in seasonable lines was confined to a few sorting-up orders in sporting goods and winter hardware. The gift season trade is about over. Travellers are on the road again for the New Year. Stock-taking is over with most large wholesalers, and no doubt some retailers also. The business of the year 1917 begins slowly to settle into its swing. The outlook is believed to be on the whole toward good business.

Iron and Steel are Still Firm in Price

IRON AND STEEL. The arrival of 1917 brings not a single sign of alleviation of the iron and steel industrial situation. Deliveries are still six months behind in hundreds of lines. It will take the steel mills a twelvemonth perhaps to catch up the accumulation of orders which seem still to seek some form of mill acceptance, in spite of all efforts to discourage their march in search of fulfilment. It is this surplus of orders overpowers to produce the goods which inclines merchants to believe that even a sudden peace can hardly do more than flutter the market for a time, much as the outbreak of the war did. The resumption to active industrial conditions and trade at the scale of prices produced by those intensely active conditions is naturally also anticipated even following the arrival of peace—after the markets get accustomed to the stillness instead of the roar in which at present they are operating.

Iron Pipe Lapweld and Buttweld Up

IRON PIPE.—Once again iron pipe, both lapweld and buttweld, both black and galvanized, has advanced in price. This is an advance which has been predicted in HARDWARE AND METAL and which is, of course, the natural outcome of the stupendously difficult conditions affecting the iron and steel manufacturing industries. Incidental to the difficulties well known to all readers of HARDWARE AND METAL, or in evidence of them, comes the announcement that it is now practically impossible to obtain two-inch lapweld iron pipe, either black or galvanized. Fortunately for business interested this size is not in great demand. The new prices for pipe will be found in separate panel elsewhere in the market section.

Nipples and Couplings Up

New discounts showing increases in wrought nipples and couplings are out this week. Wrought nipples up to 4 in. are 60 off; over 4 inch, 55 off. Wrought couplings up to 4 in. are 50 off; and over 4 in., 30 off.

Fittings Increased

Fittings are increased also. Pound goods are now 10 off; cast bushings are 47½ off, and malleable bushings also 47½ off. Flanges are 50 off; plugs, 45 off; flange unions, 37½ off, and malleable unions, 52½ off.

Stoves Have Advanced With the New Year

STOVES.—As predicted by HARDWARE AND METAL within the last weeks of 1916, stoves have again advanced in price. The conditions in the iron and steel industry have necessitated the advance, and may even necessitate further advances yet. The manufacturers have for a long time helped the situation by having large stocks of the necessary metals on hand, but even large stocks cannot last for ever, and the hope expressed some time ago that stove prices might maintain at the levels ruling last fall is completely overruled by new firmness developing in every department of the business. The increase, which was to come into effect at the end of the week of writing (Jan. 1 to 6), is from 5 to 10 per cent. Stove pipes and elbows are still in ever-increasing market firmness, the shortage of plates to make these being almost a famine.

Axes, Picks, Peevies, Crow-Bars, Etc., Up

AXES AND PICKS.—In obvious sympathy with the iron and steel market, all lines of axes have been advanced 50c per dozen this week. This is about the second or third advance in the past few months, and it need not be regarded as by any manner of means the last while iron and steel keep so firm. Picks have also advanced at least 15 per cent., and there is some hint that snow shovels will be up also shortly. Crowbars are now $5.75 per 100 lbs., another advance due to iron and steel market conditions. Lumbering tools are also up, quoted at 15 per cent. off list. Presto ship spikes, another offspring of the iron and steel industry, are up to $4.60 base.

Washing Machine Advance

Amongst special lines which have advanced early in the first week of the New Year is the Ideal power washing matchine, altered upwards from $26 to $30.

Canadian Netting Discount Altered

Canadian poultry netting is now quoted at 30 and 10, and American netting at 30 off.

Bessemer Steel Bright Cokes Up

BESSEMER COKES. — Bessemer steel bright cokes have increased considerably in price, and are very, very hard to get at all. The I.C. 14 x 20 base price is now $9.25 instead of $7.75, and the I.C. 20 x 28 double box are quoted at $18.50 instead of the former $15.50.

Grindstones Go Up In Price This Week

GRINDSTONES.—It is going to cost the world more to "keep its nose to the grindstone" in 1917 however, unpleasant the process may be. Grindstones are up in price. For sizes 40 lbs. and up they are now $1.60 per 100 lbs. For sizes less than 40 lbs. they are $2.00 per 100 lbs. Wear and tear of iron and steel tools used in the manufacture, and increased cost to replace the plant so worn is one reason for laying the blame for the advance at the door of iron and steel market firmness again.

Well-Known Lubricant Oil is Increased

MACHINE OIL.—An increase in the price of oil for lubricating purposes, was predicted in the Toronto report in HARDWARE AND METAL last week. In Montreal this week the price of the three in one oil is increased as follows: Small size ped dozen, 85 cents; large size, per dozen, $1.87; handy can, per dozen, $2.08; household size, per dozen, $4.10.

Winchester Rifle List to be Revised

RIFLES.—Not the weapons of warfare, but sporting goods, the Winchester Rifles are having their list prices adjusted this week, but the adjustment is not to be in the nature of any further increase just at present. The idea is to simplify the list for the benefit of the retailer in the Dominion, but in the opinion of experienced men in the business the simplification proposed as far as can be judged requires some mental effort to appreciate. It is hard for U.S. manufacturers sometimes to adopt the viewpoint of the Canadian side of the border in making revisions of lists even with the best of intentions.

New Net Prices on Black and Galvanized Standard Iron Pipe

	Per 100 ft. Blk.	Per 100 ft. Glvd.
Buttweld		
1/8 in.	$ 4.25	$ 5.75
1/4 in.	3.54	5.67
3/8 in.	3.54	5.67
1/2 in.	4.59	6.16
3/4 in.	5.64	7.76
1 in.	8.33	11.48
1 1/4 in.	11.27	15.53
1 1/2 in.	13.48	18.56
2 in.	18.13	24.98
2 1/2 in.	28.67	39.49
3 in.	37.49	51.64
3 1/2 in.	46.92	63.94
4 in.	55.59	75.76
Lapweld—		
2 in.	21.09	27.57
2 1/2 in.	31.59	41.83
3 in.	41.31	54.70
3 1/2 in.	51.52	68.54
4 in.	61.04	81.21
4 1/2 in.	71.12	94.62
5 in.	82.88	110.30
6 in.	107.50	143.00
7 in.	142.80	186.80
8 in. L	150.00	196.30
8 in.	172.80	226.10
9 in.	207.00	270.80
10 in. L	192.00	251.20
10 in.	247.20	323.40

Terms 2%. 30 days approved credit.

Prices for Ontario, Quebec and Maritime Province.

Ropes Are Again Advanced in Price

ROPES.—Plentifully predicted by HARDWARE AND METAL rope has advanced this week. Sisal basis rope is now 20 cents (one firm's quotations showed a reversion to the 19 cent figure following the advance). Best Manila is 25½ cents basis, and British Manila 21 cents. Lathyarn is 20 cents basis instead of the former 19 cents.

Solders Recover Market Strength

SOLDERS.—Although the solders were a little weaker at the end of the year, the market for these recovered strength early in 1917, and the prices rose two cents a pound for both tinsmiths' and wiping solder. Tinsmiths' solder is quoted at 0.32 cents lb., and wiping at 0.30 cents lb.

Lead Shows Decline For the New Year

LEAD.—From the weakness noted in HARDWARE AND METAL'S report on this material last week, lead has not recovered in the New Year's first days. In fact the price has dropped from the $10.50 to $10.75 range quoted last week, to a range of $10.25- $10.50 this week.

Lead Pipe Declines a Cent.

One of the first declines in manufactured metal products for many a long week will be noted in the decline of lead pipe this week by one cent a pound. Lead pipe is now 0.13 cents lb. (formerly 0.14 cents,) and lead waste pipe is now 0.14 cents per lb. formerly 0.15 cents lb.

Copper Prices Are Reduced This Week

COPPER.—Copper shows a marked decline this week from the figures quoted last week. Copper is now from $35.00 to $35.50 per hundred pounds, as compared with figures fully three dollars per hundred pounds higher quoted last week.

Zinc, Tin and Spelter Are Quiet

ZINC AND TIN.—Spelter is in unchanged market condition from last week when quotations were $15.00 to $15.25 per 100 lbs. Tin is a little weaker at $49.00 to $49.50 per 100 lbs. Sheet zinc is firm at 25 to 25½ cents per lb.

TORONTO MARKETS

TORONTO, Jan. 5.—Business for the New Year has started well, and gives promise of continuation of the splendid trade which characterized the closing weeks of the old year. Many price changes have been recorded during the week, all of which are in an upward direction. There is one exception, however, in the case of certain gauges of black sheets. A readjustment of prices has resulted in advancing some sizes and causing slight declines in others. In the paints and oils there has been a steadiness in the market during the week, with the quotations of last week prevailing in most instances. Linseed oil held steady. Gasoline is in firm market and with another advance in crude oil recorded an advance in the refined product would not come as a surprise. Coal oil is also in firm market, together with all lubricating oils. Advances are due on the latter, and will in all probability be put into effect in the near future. Wholesale paint houses have started their travellers on the road again after a short vacation during the holiday season. There are no indications as yet that the peace proposal has caused a noticeable weakening in hard-

ware lines. In certain quarters, however, there is a disposition to be careful in buying.

Sisal Rope and Lath Yarn Advance 1c

ROPE AND TWINE.—As predicted in the leading article in HARDWARE AND METAL last week that there was strong probability that sisal products would advance in conformity with the greatly increased price of sisal fibre, an advance has been recorded during the week of 1c per pound on the base size of sisal rope. Sisal rope of 5/8-inch diameter and larger is now selling at 20c per pound, with the usual extras for smaller sizes. Lathyarn has also increased to a basis of 20c per pound for the tarred or untarred strand, with the usual extras for double lathyarn, single yarn, and fine yarn. Recently the Regulating Commission of Yucatan announced their prices for sisal fibre at 14½c per pound after being out of the market for some weeks so far as quotations go. Their previous price was 10⅜c per pound. This higher price for sisal fibre will undoubtedly presage record prices for binder twine when they are announced for delivery on this year's twine.

Sisal Clothes Lines Make Advance of 25%

CLOTHES LINES.—The recent big advance of 4⅝c per pound in the price of the sisal fibre has operated to send the price of sisal clothes lines upward approximately 25 per cent. The last advance on these took place on November 28, and the advance now recorded took place on December 29. Following is a comparative list of prices per dozen for the three-thread lines as they were before the recent advance and at the present time:

	Price of Nov. 28	Price of Dec. 29
30-foot	$0.60	$0.75
40-foot	0.80	1.00
48-foot	0.96	1.20
60-foot	1.20	1.50
72-foot	1.44	1.80
100-foot	2.00	2.50

On the six-thread sisal clothes there has been an even greater increase than on the three-thread, the advance amounting to 33 1-3 per cent. Following are the former prices and the prices that now prevail on the six-thread:

	Price of Nov. 28	Price of Dec. 29
40-foot	$1.20	$1.60
48-foot	1.44	1.92
72-foot	1.80	2.40
72-foot	2.16	2.88
100-foot	3.00	4.00

These prices are f.o.b. Montreal, Toronto, Hamilton, Welland and London, with freights equalized to other points.

Sisal Halters and Plow Lines Go Up

HALTERS, PLOW LINES.—A big advance has been recorded in the price of sisal, snap halters and ring, the advance amounting to approximately 25 per cent. On the 3/8-inch size the new price is $15 per gross, as compared with $12.25 formerly; for the 7-16-inch the new price is $18 per gross, as compared with the former price of $14.40. On the ½-inch halters the quotation is now $22.50, the previous price being $18. For the 9-16-inch the new list price is $27 gross, the former price being $21.60. The new price on the 5/8-inch is now $31.20, as compared with $25.20 on the previous price.

Jute halters have also advanced, but not in the same degree as the sisal halters. By the selling list of November 28 of last year both sisal and jute halters in the various sizes were quoted at the same prices. For the 3/8-inch size the price is now $13.80; for the 7-16-inch, $16.50; for the ½-inch, $21; for the 9-16-inch, $25.20, and for the 5/8-inch, $30. Russian snap plow lines have made an advance of about 10 per cent. They are now selling at $54 per gross, as compared with $50 formerly.

Iron Pipe Advances Still Further

Black and galvanized iron pipe have advanced again. New net prices on standard buttweld and lapweld pipe, both black and galvanized, are shown in a special panel elsewhere in the market reports. Wrought nipples and standard couplings have also advanced. Wrought nipples are now quoted as follows:—4-in. and under, 60 per cent.; 4-in. and under, running thread, 40 per cent.; 4½-in. and larger, 55 per cent. Standard couplings are quoted: 4-in. and under, 50 per cent.; 4½-in. and larger, 30 per cent. Terms on pipe are 2 per cent. 30 days approved credit.

Brass Machine Screws Advance in Price

An advance has been made in the price of flat, round head, oval, and fillister head brass machine screws. Iron machine screws are unchanged. New discounts on brass are as follows:

Flat and round head brass—Add 20 per cent. to list.

Oval and fillister head brass—Add 25 per cent. to list.

The unchanged discounts on iron are as follows:

Flat and round head iron, 27½ per cent. off list.

Oval and fillister head iron, 10 per cent. off list.

Present discounts on ordinary wood screws follow:

Wood, F.H., bright, 75% off list.
Wood, R.H., bright, 70% off list.
Wood, O.H., bright, 70% off list.
Wood, F. H., brass, 42½% off list.
Wood, R. H., brass, 40% off list.
Wood, O. H., brass, 40% off list.
Wood, F. H., bronze, 35% off list.
Wood, R. H., bronze, 32½% off list.
Wood, O. H., bronze, 32½ off list.

Higher Prices Coming on Sheets

Black and galvanized sheets, tin plates, etc., are no doubt going to be much higher in price. Despite present high prices, there is a heavy demand and few complaints are heard. The question is more one of securing deliveries than one regarding price. Owing to the freight embargoes, jobbers' stocks have to be relied upon to a great extent. The freight situation is becoming worse, and more complicated.

Stock-taking is now in order in many manufacturing plants and wholesale houses. The demand for ingot metals has slackened off somewhat, due to the holiday quietness.

COPPER.—Stocks of copper are light. Quotations range from 37c to 38½c lb.

LEAD.—The lead market holds firm at the high level reached a few weeks ago. Lead being a war metal, is in good demand. The high price of pig lead has been reflected in the prices of many manufactured products into which lead enters. Quotations locally range from 9½c to 9¾c.

SPELTER.—The market for spelter has shown signs of weakness, with the result that prices have declined locally. Prices now quoted range from 13c to 14c lb.

ANTIMONY.—There is no change in antimony. Ruling price is 18c lb.

ALUMINUM.—The ruling quotation on aluminum is still 68c. This price is high when compared with pre-war prices, which were around 22c lb.

PIG IRON.—The pig iron market is quieter, and no further price changes have been made. Prices on domestic brands of pig iron are still withdrawn, and no intimation has been made as to when new prices are likely to be issued. The pig iron market in the States is quieter, buying being lighter owing to limited amounts of iron available and congested freight conditions. There have been no price changes in the U. S. on pig irons.

SCRAP METALS.—The scrap market for ingot metals is weak and unsettled, and indications point to lower prices. Business is inclined towards dullness.

Scrap steel, heavy melting, old rails, etc., are steady and firm, but other lines are weak. Old cast iron has advanced in price, due mostly to the continued firmness and high prices of pig iron. Prices are shown in current quotations.

MACHINE TOOLS.—There is a sea-

sonable quietness in the machine tool market, the transactions this week having been comparatively light. Renewed activity is, however, looked for this month, principally in equipment for munition plants. Prices of machine tools continue to advance, affecting particularly lathes, drilling machines and power presses. A firm in the U. S. has advanced prices 12½ per cent. on 12-in. to 30-in. lathes, making quotations now 65 per cent. higher than two years ago. Drilling machines, including radial and upright drills, have advanced 10 per cent. recently, making prices about 60 per cent. higher than two years ago. On power presses the advances range from 5 to 10 per cent., making quotations about 50 per cent. higher than two years ago.

Vises Go Upward 10 to 20 Per Cent.

VISES.—An advance went into effect during the week on the Holland & Parker make of vises, which provides for a price approximately from 10 to 20 per cent. in advance of recent quotations. This is an American make, and is used quite extensively in the trade. As an instance of the actual advance that has taken place, one of the grades which formerly sold for $8.70 each, is now quoted at $10.65 each. The advance on this particular grade is $1.95. This market is another of the many numerous lines that reflects the acute situation in iron and steel.

Revolvers Marked at Advance of 10 Per Cent.

REVOLVERS.—Approximately 10 per cent. has been added to the price of the Iver-Johnson revolvers by the new quotations that have gone into effect. There are numerous sizes and models in these small arms, and under the new price list Nos. 645 to 660 are now quoted at $7.55 each. The enormous demand for gun materials of all kinds has had its effect on the line of arms carried by many hardware stores. If the war is long-continued there will in all probability be still higher prices for such articles as revolvers.

Firmness in Market For Horseshoe Lines

HORSESHOES.—There is a firmness in the market for horseshoes, which would seem to indicate higher prices in Canada. In the United States there has been a considerable advance. The Canadian market invariably follows the trend of this market in the United States from the fact that the raw material is obtained largely from the same source. Dealers in Canada look forward to higher prices in this commodity in the near future.

Horseshoe Nails Advance 1c Per Pound

HORSESHOE NAILS.—An advance of 1c per pound on the list prices of Capewell horseshoe nails has gone into effect during the week. Discounts formerly used by wholesalers of 10 and 5 per cent. off list remain unchanged. Following is the new list prices of the various sizes:

	Per lb.
No. 3, 1⅝-inch	$0.77
No. 4, 1¾-inch	0.37
No. 4, ½-inch	0.32
No. 5, 1 15-16-inch	0.17
No. 6, 2½-inch	0.16
No. 7, 2 5-16-inch	0.15
No. 8, 2½-inch	0.15
No. 9, 2 11-16-inch	0.14
No. 10, 2⅞-inch	0.14
No. 11, 3 1-16-inch	0.14

New Prices on Oil Heaters Not Out Yet

STOVES AND HEATERS.—The new price on Perfection oil stoves and heaters has not yet been announced. It was expected they would be given out this week ,but the dealers have not yet made the announcement. In the meantime no new orders are being booked at the old prices, although previous bookings are being filled at recent prices. Bookings of these stoves and heaters are already reported heavy, more than half the amount being already booked for delivery this year that was sold in the entire year 1916. Other stoves and ranges are in a firm market, although advances have not been recorded. There is a continued shortage of supplies, and the condition of the raw material market gives little promise of easier prices in any of these lines in the near future.

Coal Oil Makes Advance of 1c Gallon

OILS.—Coal oil in the better grade carried by the Imperial Oil Company has advanced 1c per gallon during the week, and is now quoted at 14½c, as compared with 13½c formerly. The increase has been due to the firmness in the crude oil market, which has recorded another advance of 10c per barrel during the week, and now makes the selling price at the wells in the Mid-Continent field $1.40 per barrel. This represents a total advance of 50c per barrel within a period of a month or six weeks. In consequence there is a great firmness in gasoline and all other grades of coal oil and lubricating oils. An advance in lubricating oils is scheduled to take place in the near future; the new prices will in all probability be announced within a week or two. The falling production in the oil fields is responsible for the increased price in the crude oil.

Axes Register an Advance of 50 Cents

AXES.—An advance of 50c per dozen has taken place in the price of axes during the week. Single bit are now quoted at $8.50 to $11, as compared with the former price of $8 to $10.50. Double bit axes remain unchanged at previous prices of $12 to $14. Boys' axes are now quoted at $7 and $8, as compared with $6.25 to $7.50 formerly. Hunters' axes are now $5.75 to $7.25, as compared with $5.50 to $7. This advance in this latter instance is, therefore, 25c per dozen. Bench axes remain unchanged at previous prices.

Snow Shovels Are Up $1.23 Per Dozen

SNOW SHOVELS.—An advance of $1.23 per dozen has been put into effect on the long-handled japanned snow shovels. The new price is now $3.88, as compared with $2.65 previously. There has been a heavy advance in these goods since the opening of the season, when they were quoted at $2.15. The demand has been excellent, and there is a shortage of supplies, with wholesalers unable to get from the manufacturers sufficient to meet their needs.

Readjustment in Black Sheet Prices

BLACK SHEETS.—A readjustment in the price of black sheets provides for lower prices on some of the larger sizes, and higher prices on some of the thinner sheets. No. 10 and 12-gauges are now quoted at $6. Formerly No. 12-gauge was quoted at $6.10. No. 14-gauge is now quoted at $5.40, which represents a shading downward of 45c. No. 16-gauge is quoted at $5:60, which is 30c down. Nos. 18 to 20-gauge are quoted at $5.55, which represents an advance of 35c. Gauges 22 to 24 are quoted at $5.60, an advance of 35c. No. 26-gauge is now selling at $5.65, which is also a 35c advance. On No. 28-gauge there has been an advance of 40c, the selling price now being $5.75. There is a heavy demand for the thinner black sheets at the present time.

Cut Hay Baling Wire Moves Up Again

WIRE.—A considerable advance has been recorded in cut hay baling wire through new list prices that have been made effective during the week. Following are the list prices now being quoted on this commodity:—No. 9, $5.25; No. 10, $5.30; No. 11, $5.40; No. 12, $5.50; No. 13, $5.60; No. 13½, $5.60; No. 14, $5.75; No. 15, $6.

Conductor Pipe Advances in Price

The discount on conductor pipe has been changed from 45 per cent. to 35 per

cent. This means an advance of almost 20 per cent. Eavetrough conductor elbows are quoted at 35 per cent. off the following list prices: 2 in., $1.90; 3 in., $2.20; 4 in., $3.60; 5 in., $9; 6 in., $10.50. Trade in the foregoing lines has been fairly good, with an improvement quite noticeable of late.

O.G. eavetrough is quoted at 35 per cent. off the following list prices; 8 in., $6.90; 10 in., $7.70; 12 in., $9.10; 15 in., $12.50.

All galvanized goods are decidedly firm in price owing to the increased costs of galvanized sheets. Although spelter has declined to some extent, there have been heavy advances in the costs of black sheets.

Hot air furnaces have advanced about 33 1-3 per cent. since the first of 1916. The last advance of 10 per cent. has taken place within the past two weeks.

Lead Pipe and Waste Pipe Show Decline

LEAD PIPE.—One of the few exceptions to the generally upward trend in prices in hardware lines during the week has been in lead pipe and lead waste pipe. Lead pipe is now quoted at 13c per pound, which represents a decline of 1c. Lead waste pipe is quoted at 14c as compared with 15c previously. Lead wool is holding steady in price at 12c per pound and lead sheets have also maintained previous prices.

LONDON MARKETS

LONDON, ONT., Jan. 5.—The trade is greeted on the first of the New Year with another heavy list of price changes, mostly upwards. Business continues good. Most retailers are busily engaged in stock-taking. Merchants are buying freely but carefully. Spring booking orders will in many cases be delivered earlier than usual this year. Among the prices changes are higher prices on iron pipe, both black and galvanized, nipples, screw and strap hinges, sisal rope and lath yarn.

Iron Pipe and Nipples Higher

Black galvanized iron pipe has advanced again. New net prices on standard buttweld and lapweld pipe, both black and galvanized, are shown in a special panel elsewhere in the market reports. Wrought nipples and standard couplings have also advanced. Wrought nipples are now quoted as follows: 4 in and under, 60%; 4 in. and under, running thread, 40%; 4½ in. and larger, 55%. Standard couplings are quoted, 4 in and under, 50%; 4½ in. and larger, 30%. Terms on pipe are 2% 30 days approved credit.

Brass Machine Screws Advance in Price

An advance has been made in the price of flat, round head, oval and fillister head brass machine screws. Iron machine screws are unchanged. New discounts on brass are as follows:

Flat and round head brass, add 20% to list. Oval and fillister, brass, add 25% to list. The unchanged discounts on iron are as follows: Flat and round head, iron, 27½% off list; oval and fillister head, iron, 10% off list. Present discounts on ordinary wood screws follows:

Screw and Strap Hinges Higher

An advance of 10% has gone into effect on screw and strap hinges, making the new price as follows: 6 in. to 12 in., $7 per 100 lbs.; 14 in. and longer, $6.50 per 100 lbs.

Fence Wire Prices

The following prices are being quoted on fence wire:—

Per 100 lbs., Barb, $4.50; No. 9, plain galvd., $4.25; No. 12, plain galvd., $4.40; No. 13, plain galvd., $4.50; No. 9, coil spring, $4.30; No 10, oiled and annealed, $5.16; No. 11, $5.22; No. 12, $530

The discount generally quoted on poultry netting is 30-10%.

Paint Products Firm

White lead in oil is firm at $14.45 per 100 lbs. in ton lots and $14.75 per 100 lbs. in less than ton lots. The high price is undoubtedly curtailing the sale of this product.

Turpentine is unchanged at 81c. per Imp. gallon in single barrel lots; 80c. per Imp. gallon in 2 to 4 barrel lots; 88c. per Imp. gallon in 5-gal. lots.

Linseed oil remains steady and unchanged at the following prices:

	Raw.	Boiled.
1-2 bbls.	$1.15	$1.18
3-5 bbls.	1.14	1.17
6-9 bbls.	1.12	1.15

Wire Nails Firm

There is a scarcity here in certain sizes of wire nails. The market is firm at 4.70 base. Cut nails are quoted at 4.25 base.

Painted screen cloth is selling at $2.75 per 100 ft. in 100 ft. rolls and $2.80 per 100 square ft. in 50 ft. rolls.

Sisal Rope Advances 1 Cent

Sisal rope has advanced 1c. lb. in accordance with predictions made in recent issue of HARDWARE AND METAL. Lathe yarn has also advanced. Prices on rope are as folows:—

Pure Manila	25½c.	lb. bases
British Manila	21c.	lb. bases
Sisal	20c.	lb. bases
African Hemp ...	21c.	lb. bases

Other prices are shown in the current quotations.

WINNIPEG MARKETS

WINNIPEG, Jan. 4.—The year just passed has been full of what might almost be termed thrills in the various wire, steel and metal markets and the rapid advances recorded in so many lines has been rather hard for the average retailer to follow. That the end is by no means in sight is the opinion freely expressed amongst jobbers and manufacturers but as long as prosperity rules in such measure as it has during the past two years in this Western country. there seems little to fear from a sudden slump in business. However, the opinion is freely expressed that this year will see a greater shortage of merchandise in all lines than heretofore and no remedy to combat this growing tendency is available.

Many Price Revisions Coming

During the week which has seen the majority of stocks taken and the business of costing well under way, few changes in prices have gone into effect, jobbers being busy coupling the year's figures and leaving the business of price changes over for a few days. However, with the rush of new stock which is always noticeable during the first month of the year, all indications point to revisions in practically all lines—some of which have not been touched for perhaps six months or more. During the past three months or more, various manufacturers have indicated revisions in their selling prices, effective January 1st, and this will become evident during the next few weeks as new goods continue to arrive.

Evidence as to the general tendency will be seen in the new prices available on pipe cutters, sandpaper, Yankee tools, awning pulleys, whiffletree hooks, etc. The prices just issued record advances in every case as will be shown in the report which follows:

Rope, Tools, Pulleys Advance in Price

Another important change is that issued on the price of cotton rope, the advance being 3c per lb., practically 10 per cent. This will be further carried out undoubtedly in revised prices for cotton clothes lines, sash cord, etc., though these lines have not yet been affected. Prices now quoted

for cotton rope are as follows:—3-16 in. 44c per lb.; ¼ in. and larger 43c per lb.

The new prices on the various lines of tools are about 10 per cent. higher than those previously quoted. This will be seen in the quotations below now being made:

Pipe cutters Barnes, No. 1, $2.35 each,; No. 2, $3.15 each; No. 3, $5.25 each; Sunders, No. 1, $1.80 each; No. 2, $2.70 each.

Following new prices have been issued on Yankee tools:—

Yankee screw drivers dozen, No. 10-2, $5.00; No. 4, $6.60; No. 6, $8.60; No. 15 x 2, $5.25; No. 3, $5.75; No. 4, $6.25. Yankee screw drivers spiral hatchet per dozen, No. 30, $24.00; No. 130, $27.50. Yankee automatic drills, per doz., No. 41, $23.00; No. 44, $25.00. Yankee breast drills, No.555, $7.60 each.

New Prices on Cant Hooks, Peavies, etc.

The recent change in cant hooks, peavies, etc. reveals the following new prices: Cant hooks, $17.55 doz.; peavies $21.25 doz. Cant hook hdles., Maple, 2½ in. x 4 ft., $3.50 doz.; Peavie hdles. Maple, 2½ in. x 4½ ft., $3.95 doz.

The following are the latest quotations on awning pulleys, etc., and carry out the general tendency of the upward markets:

Awning Pulleys—		Doz.
No. 74 x	1	$0 53
	1¼	0 64
	1½	0 80
	2	1 45
No. 174 x	1½	1 45
	2	3 20
No. 76 x	1	0 80
	1¼	0 96
	1½	1 35
	2	2 95
No. 176 x	1½	2 35
	2	4 70
Screw Pulleys—		
No. 45 x	1	0 38
	1¼	0 42
	1½	0 50
	1¾	0 59
	2	0 77
	2½	1 04
Side Pulleys—		
No. 25 x	1½	0 72
	2	1 05
	2½	1 60

Carriage and Wagon Hardware Higher

New prices have been issued on various lines of carriage hardware including whiffletree hooks, end irons, couplings, cockeyes, etc. as follows:—

Whiffletree Hooks, doz., No. 3550 C, $1.14; D, $1.35; E, $1.54; F, $1.65; No. 3555 C, $1.32; D, $1.58; E, $1.80; F, $2.15. Whiffletree hooks, No. 107 and 207, 11c lb. Neckyoke end irons, doz., No. 3605 B, 97c; D, $1.21; F, $1.43. Whiffletree cockeyes, No. 67 and 75, 15c. lb. Whiffletree couplings, No. 700 B and 700 C, 15c.

Sand Paper Goes To Higher Level

New and higher prices have been issued on sand paper as follows:—

Sand Paper, "Star"—	Quires	Reams
00½	$0 33	$ 6 00
1	0 34	6 25
1½	0 37	6 75
2	0 39	7 25
2½	0 42	7 75
3	0 49	....
"B. & A."—		
0½	0 38	6 75
1	0 40	7 25
1½	0 44	8 00
2	0 47	8 50
2½	0 50	9 00
3	0 58	10 50

Curry Combs Higher

Curry combs have advanced and are quoted as follows:—No. 121, $1.65 doz.; No. 127, $2.15 doz.; No. 141, $4.00 doz.; Eclipse, $2.40 doz.

Prices Hold Firm On Paints and Oils

Prices still hold firm for linseed oil paints, and turpentine, quotations for flax on the exchange varying only slightly over the New Year. Prices remain as follows:—Linseed oil raw, $1.40 per gal. 1 bbl. lots; boiled, $1.43 per gal. 1 bbl. lots; Turpentine 85c per gal. 1 bbl. lots; 88c per gal., ½ bbl. lots; 90c per gal. 5 gal. and 1 gal. lots.

Wire Nails

Wire nails remain firm at the price of $4.70. Ft. William. $5.10 keg, Winnipeg. Wire staples are quoted at $4.70 keg, Ft. William and $5.10 Winnipeg.

Window Contest Announcement

Announcement of the winners in the window display contest conducted by HARDWARE AND METAL will be made in the issue of January 20. This contest closed on December 30, 1916.

Sporting Goods and Ammunition Higher

Another important change is that affecting metallic ammunition on which the increase is approximately 10%. The lines of 22 calibre—most familiar to our readers—affected are shown here.

	Per M. Dominion or U.M.C.	Winch
Rim Fire "Smokeless"—		
B.B. caps. Rd.	$3 00	$3 00
22 short	3 94	4 69
22 long	5 40	6 30
22 long rifle	6 25	7 50
Rim Fire "Lesmok"—		
22 short	3 60	4 25
22 long	4 32	5 10
22 long rifle	5 00	6 00

In the sporting sizes, Winchester and U.M.C. make, the following prices prevail. It will be seen the tendency is ever upward: 30-30 Smo. S. 8, $66.50 per M. 303 British Smo. S. 8, $87.50 per M. 38-55 Smo. S. 8, $70.00 per M.; 40-70, Smo. S. 8, $75.25 per M.

Coming under the sporting goods department, express wagons now take the following high prices: per doz. No. 0, $22.80; No. 1, $27.00; No. 2, $30.00; No. 3, $33.00.

Fishing tackle has also been affected and these changes have gone into effect: Kidney baits, No 1 to 4, $1.10 doz.; No. 5 to 6, $1.25 doz.; Fluted baits, No. 1 to 4½, $1.10 doz.; No. 5 to 6, $1.50. Coburg baits, No. 2, $1.50; No. 3 to 4, $2.00 doz.; No. 5 to 6, $2.25 doz.

One Lone Reduction

A reduction is noted in the price of tank pump leathers, the new price being $3.80 dozen.

Prices on Wire Products

The following prices are in effect on bale ties, annealed wire, bright tinners wire and stove pipe wire:—

	Per 100 lbs. F. William	Winnipeg
Bale ties, 14 ga.	$5 75	$6 15

Annealed Wire	Per 100 lbs. Winnipeg
9	$5 20
10	5 25
12	5 40
14	5 55
15	5 70
16	5 85
Brt. Tinners' Wire -	
0-9	5 40
10	5 46
11	5 52
12	5 60
13	5 70
14	5 80
15	5 95
16	6 10
Stove Pipe Wire—	
19 ga.	8 00

PROGRESS OF TEN YEARS

From *Highway Magazine*

Ten years ago there were only 48,000 registered motor cars of all sorts in the United States; last year there were 2,445,664. This was an increase of 5,000 per cent. In 1904, approximately $79,000,000 was expended by all the states, counties, districts and townships in the United States for road purposes; ten years later the expenditures by the same units for the same purposes amounted to nearly $225,000,000, and in the year 1914 alone $43,000,000 was expended. In the present year it is estimated that $300,000,000 will be expended. The United States Office of Public Roads and Rural Engineering has recently assembled some very valuable information showing by groups of states the great increase that has been made in the expenditures upon the public roads and bridges during the 1904-1914 period.

THE TERRORS OF PEACE

From *Wall St. Journal*

War may have its terrors, but they are nothing to those of peace—in Wall Street.

Everybody had been talking of what would happen when the classic lady with the olive branch appeared on the horizon, but it is safe to say that not one in ten thousand among those who frequent brokerage houses greeted her or followed their convictions of what they thought would happen when she came.

Fortunes have been swept away. The profits gained in a two years' bull carnival have been sacrificed in two weeks of a bears' gambol. Many of the superstitious are shaking their heads and saying that they knew that money made out of war could come to no good end, but these are men and women who have not known the excitement of chasing prices up and down on the stock ticker.

One denizen of the Street, who probably should have known how to protect his profits, having been there for 15 years, acknowledged that his nest egg of $150,000 collected on the long side of the market since the Exchange reopened has been swept away in the last six days. Another gentleman who had made $320,000 admits that he has lost that and $60,000 besides, and so the tale goes on.

Wall Street's Christmas will not be as pleasant as was anticipated. Many a jewelry house has had many big orders canceled, but the market will be here next week, and Wall Street quickly forgets.

EVENTS IN THE TRADE

Business Changes

Fergus, Ont. John Mennie, hardware, has sold out to J. F. Imlah.

Galahad, Alta.—Fred Ansell, hardware merchant, is commencing business.

Truax, Sask. — Fanny Moscovitch is commencing the hardware business.

Galahad, Alta.—T. Walton & Co. have sold their hardware stock to F. C. Ansell.

Okotoks, Alta. — Gaskill Bros., hardware merchants, have commenced business.

Hearne, Sask.—J. A. Anderson, hardware merchant, has been succeeded by O. W. Dixon.

Dilke, Sask.—H. S. Belcher, hardware merchant, has sold his business to J. A. Macintyre.

Shaunavon, Sask.—Roycroft & McGregor, hardware merchants, have dissolved partnership.

Rosebud Creek, Alta.—O. R. Hatton, Hardware and Mercantile Co. have been succeeded by H. H. Sultin.

Scotsguard, Sask. — A. H. Jackson, hardware merchant, has sold his business to J. G. H. McCrea & Co.

Didsbury, Alta.—Rumball & Hyndman, dealers in hardware, etc., have sold to W. M. Craig & Co., Olds.

Semans, Sask.—A. E. Olson, hardware merchant, has been succeeded by Semans Grain Growers Co-operative Association.

Incorporations

The Lyons Lumber and Hardware Co., Saskatoon, Sask., has been incorporated.

The Northern Bolt, Screw & Wire Co., capitalized at $500,000; head office, Owen Sound, Ont.; to manufacture and deal in nails, bolts, nuts, screws, rivets, taps, dies, etc.

The St. Louis Auto Machinery Co. has been incorporated at Ottawa, with a capital of $40,000, to manufacture automobiles, bicycles, and engines, etc., at Windsor, Ont. The incorporators are: Joseph B. St. Louis, Joseph F. Knight and Henry C. Cage, all of Windsor, Ont.

Personal

Fred G. Mitchell, of the London Engine Supplies Co., London, Ont., headed the poll in the election for Utilities Commissioners.

V. E. Hunt, who for the past five years has represented the E. T. Wright Co., from Port Arthur to the Coast, has discontinued his connection with the firm and will in future conduct a manufacturers' agency at Winnipeg, with offices at 147 Bannantyne ave. east.

Col. Thomas Cantley, president and general manager of the Nova Scotia Steel & Coal Co., has returned from a trip to England and France. He was away about seven weeks, a considerable part of the time being spent in France, his company having large contracts with the French Government.

FRED. W. EVANS,

Manager Toronto house of Canadian Fairbanks-Morse Co. Announcement of Mr. Evans' appointment appeared in the Dec. 23rd issue of Hardware and Metal.

Building an Extension

Toronto, Ont.—The Gutta Percha & Rubber Co. will build an extension to their power house.

Mr. Anderson Better

T. A. Anderson, president of the Merrick-Anderson Co., Winnipeg, has recovered from his illness sufficiently to enable him to take a trip to California in a short time.

Officers to Meet at Toronto

A meeting of the executive of the Ontario Retail Hardware & Stove Dealers' Association will be held in Toronto on Monday, Jan. 8. It is expected that convention dates will be definitely settled, and that arrangements will be completed for the convention to be held in Toronto next month.

News From St. John, N.B.

It has been announced, unofficially, that Lieut.-Colonel J. L. McAvity, president of McLean, Holt & Co., Ltd., who came home to recuperate after serving as O. C. of the 26th Battlion at the front, will be given authority to raise another battalion as a reserve for the 26th.

W. H. Thorne & Co., Ltd., wholesale and retail hardware, St. John, celebrated the anniversary of the fire which destroyed a large part of their establishment last year, by turning on the water in a new and complete sprinkler protection system which has just been installed in their reconstructed building.

The contract for erecting the warehouse on the new deep water pier at West St. John has been awarded by the Dominion Government to D. C. Clark, of St. John. The contract is for $70,000, and additional work in connection with the erection of the building will bring the total amount involved up to about $100,000.

H. P. Timmerman, industrial commissioner of the C.P.R., who was in St. John this week, commented favorably on business conditions in the city. "I have seen a good many of the larger Canadian cities within the last few months, but none of them can compare with St. John in the matter of business and prosperity," he said. "The prosperity you are enjoying is genuine and stable. There is nothing fevered or imaginary about your activities."

Capt. D. S. Fisher, son of W. S. Fisher, of Emerson & Fisher, Ltd., and the Enterprise Foundry, has returned to St. John from the front. He went overseas with the first contingent. He did good and continuous work at the front until he was wounded at Festubert in the summer of 1915. He returned to the trenches in January and served until August, when he was taken ill. For a time his recovery was not expected, but he pulled through and is now home to recuperate.

Catalogues Wanted

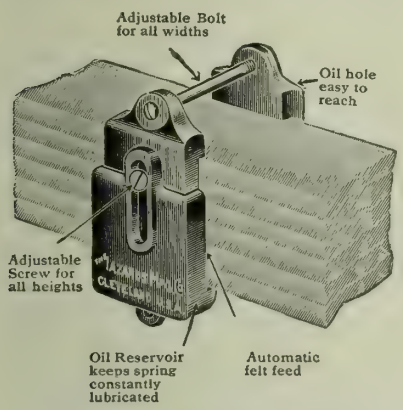
Carnegie Bros., hardware, furnaces, plumbing, Port Perry, Ont., have had their store and stock practically all destroyed by fire. Catalogues were all destroyed. Manufacturers and jobbers are requested to send new catalogues and price lists.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

ADJUSTABLE SPRING LUBRICATORS

A new adjustable spring lubricator is offered to the trade by the Lazarus Manufacturing Co., 750-800 Prospect avenue, Cleveland, Ohio. The makers claim that their latest improved device is adjustable for all widths and heights, and will fit all cars from Fords to large trucks, thus, it is claimed, eliminating the necessity of stocking several sizes. Two other improvements are also announced by the manufacturers. One is the recess in the casting which holds the clamping



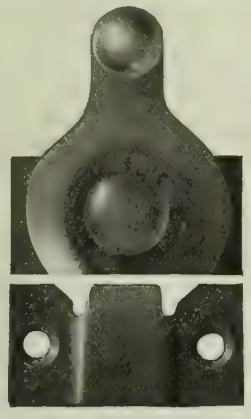
New Lazco Spring Lubricators.

nut firmly in place, preventing the bolts from working loose and the lubricator from becoming lost. The other is an air chamber at the top, by which a vacuum is formed with the capillary action of the spring, drawing the lubricant between the leaves. The makers announce the retail price at 50 cents, which is one-half the price of the company's old style oiler. Fords, it is said, require four, and most other makes ten.

NEW STANLEY PRODUCTS

The accompanying illustrations show three products recently produced by the Stanley Works, New Britain, Conn. The cam action catch for cellar windows, storm sash, etc., is made of wrought steel.

No. 1763 Catch is held in any position by a tension spring washer which prevents it from rattling and working loose. Windows stuck to their sill are forced open by the lever or cam action of the slanted edge. Because of its wide dia-



No. 1763 Cam Action Catch.

meter, this catch works with as much as a 3-16-inch crack between the sash and the sill. The catch is made of heavy

No. 1763½ Cam Action Catch.

wrought steel. Note the strong, thick rivet and comfortable knob.

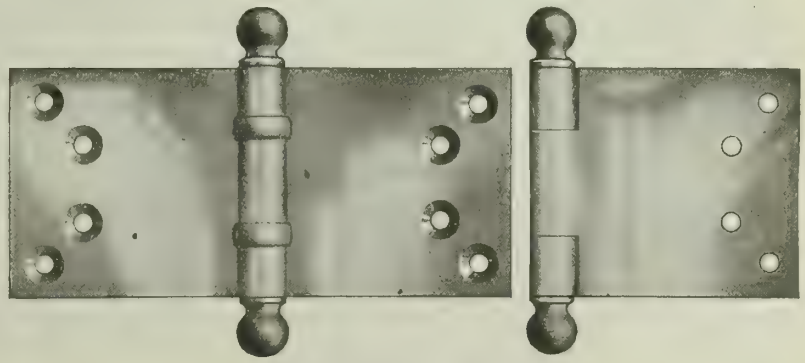
The strike plate for 1763 is shaped hollow in order that it will not become clogged with dust or dirt. It is strong, simple and durable.

No. 1763½ is for use on storm windows, cellar windows, and as a screen or sash fastener. The strike for 1763½ is screwed on to the sill. There are two spikes or prongs at the bottom of the strike which grip into the wood and hold the catch firmly in position even though it is fastened with but one screw.

The accordion door butts, also illustrated, were designed for accordion doors or wherever a large offset is desirable. BB-243 and 243 are the same except that the joints of BB-243 are fitted with ball bearing washers and the barrel equipped with the Stanley patented non-rising pins. When open they have sufficient clearance to receive the combined thickness of doors between the anchor door and the wall.

THE HOOKLESS TOW LINE

G. S. Brady, 764 Jackson Boulevard, Chicago, Ill., offers to the trade the Hookless auto tow line, which the maker states is a very light, yet strong line. It is made in three sizes, 1½ in. x 28 ft., breaking strain 2,400 lbs.; ⅝ in. x 28 ft., breaking strain, 4,000 lbs.; ¾ in. x 28 ft., breaking strain 4,700 lbs. The line has no hooks to shake loose, or other metal parts to scratch or mar the car. It is easy to attach and remove. All parts are hand spliced, and there are no knots to tie or untie. This manufacturer also makes a spring shock absorbing tow line, equipped with a coil compression spring, made from 5-16 dia. round steel, is 2 in. diameter and 10 inches long. Illustrated literature, with prices, etc., will be mailed on request.



Accordion Door Butt.

WHAT OTHER PAPERS SAY

CO-OPERATIVE STORES NOT A SUCCESS

From the *American Artisan*

If there is any one fact that stands out in the report which has recently been published by the office of Markets and Rural Organization of the Federal Department of Agriculture, under the title of "Survey of Typical Co-operative Stores in the United States," it is that as a whole the co-operative store movement in this country has been so far from a success that it may almost be rightly classed as a failure.

It was found, for instance, that in the matter of annual loss due to granting of credit the typical co-operative store showed a loss of 1.17 per cent. against less than one-half of one per cent. for stores under private management.

Again, only eleven out of sixty stores investigated showed a net profit of over five per cent. on the sales.

A very small percentage of these co-operative stores kept their accounts in any but the most primitive way, and the investigators state that in many cases it would be difficult to secure a trial balance from the records.

It was also found that although apparently the statements of stock on hand, sales and assets showed up well, when investigation was made of the details, many items were entered at full value, when as a matter of fact they should have been "written off" in the profit and loss account, as of "no value."

This, it is concluded, is due in a very large degree to the inefficiency of the managers and other employees; one of the reasons for the lower expense percentage of co-operative stores is found in the low salaries paid to those in charge. *The salaries paid are not sufficiently large to secure efficient managers and bookkeepers.*

SERVICE THE DRAWING CARD

By Wm. T. Gormley in *American Artisan*

While waiting at a counter in one of the State Street stores for a package, my attention was directed to a woman who was in a very excited frame of mind and who demanded a refund on purchases which she had recently made in that same store.

The reason for her demand was that when she had requested to have a number of parcels wrapped together, the person in charge of the wrapping desk told her that it was against the rules of the store to wrap parcels which were not bought there, and as she had a number of such parcels, he could not do that for her.

The salesman at the counter fortunately had brains enough to realize that some mistake had been made and that instructions given to the wrapping clerk had been misunderstood, and he explained this as pleasantly as he knew how, but the woman was persistent in her demand that a refund be made on her purchases and left the store vowing that she would never buy any more goods there.

I made it my business to ascertain from the superintendent of the store what the actual rule was for the conduct of the wrapping clerks in such a case and found that during rush periods, such clerks had instructions to ask the customer either to wait a little while or to call later.

When I suggested to him that while he might be saving a little time and perhaps a considerable quantity of wrapping paper, by having such a rule, he was more than likely to ruffle a good many customers of the store and in at least one case had actually lost a customer, he admitted that the rule was not one that in its analysis could be classed as an efficient service measure.

I have cited that instance to call to mind the penurious narrowness of some retailers—retail hardware dealers among them—who because they hold the penny so close before their eyes cannot see the dollar only a few inches away.

I have always found that the store which is extremely liberal in its offers and performances of service always grows and prospers faster than the one which while otherwise conducted along just as efficient lines holds back in the matter of service.

LABOR TROUBLES AHEAD

From *Industrial Canada*

What position will labor find itself in when the war is over? Can the present high standard of wages be maintained, or will there have to be a cut, and if so, how much?

Even the most cursory consideration of these questions soon brings the employer round to the point where he makes up his mind he must be on the lookout for trouble. It may be easy to delay an advance in wages, but it's an altogether different proposition to hasten a reduction. When the war is over there will have to be reductions in those lines of manufacture where outside competition has to be met; if labor refuses to stand for it the manufacturers will have to go out of business.

The situation ahead is more serious than most of us appear to realize. The requirements of the belligerents, in the way of munitions and military equipment, have been so extensive and so urgent that the determining factor in the placing of orders has frequently been date of delivery rather than price. The alluring profits held out to manufacturers engaged in war business have induced a spirit almost of recklessness, and in order to secure those profits they have abandoned their customary caution, and bid against one another for the skilled labor necessary for the fulfilment of their contracts. At the same time the withdrawal of millions of men all over the world from producing occupations to engage in military service has enormously accentuated the shortage of labor, and made it easy for the workman to enforce his demand for a higher wage. The curtailment of agricultural production, meanwhile, has so advanced his cost of living that he regards himself as little better than he was before. Still, realizing the strategic advantages of his position, he does not hesitate to press for what he calls "better conditions," in which term may be included a closed shop, a shorter working day, and restriction of output. In the face of this campaign to obtain more money for less work, the employer has had to avail himself of inexperienced help, with the result that the efficiency of his working forces has depreciated on the average probably 33 per cent.

The question for us now to ask ourselves in all seriousness is, "Where is it all going to end?" It is quite obvious that this sort of thing cannot go on indefinitely; somehow, somewhere, a halt must be called. It may be impracticable to deal with the situation so long as the war hangs on, but the moment it is over there is bound to be a shock from the impact of labor on capital, just like the shock that is felt when the emergency brake is applied to an express train traveling at a high rate of speed.

Now capital and labor both know that there is danger ahead, that the brakes must be applied sometime, so why don't they get together, instead of rushing right on to their common danger and trusting to the emergency brake to save them from disaster? If capitalists were to organize themselves as employers and prepare for a general lockout, instead of drifting with the tide, they might bring the leaders of the labor movement to their sober senses, and pave the way for some such solution as profit-sharing But, meanwhile, the Unions are entrenching themselves behind the eight-hour day, the closed shop, and other forms of defence, apparently for the express purpose of withstanding a siege.

What are employers going to do about it? Clearly the time has passed for playing lone hands. Organization is the watchword of today, in civic as well as military life. Team-play will bring results, where individual action is doomed to miserable failure. Canada's industrial future is too important a stake to warrant our manufacturers in leaving everything to chance. Something should be done, and done now; The question is, who will start the ball rolling?

TALE OF A GERMAN INVENTION

From the *Ironmonger*

No sooner have the Tanks made their appearance on the Somme, than the German papers assured the world that they were really a German invention, which we had basely, and badly, copied. They did not, however, give us the name of the German inventor, nor supply any other particulars by which their claims could be tested. Now, however, the information has been forthcoming in the course of a public lecture given at Cologne by a gentleman called Wilhelm Hall, described as an author, whose subject was "Friedrich Wilhelm Goebel, the German Inventor of the Armoured Land Cruiser." According to Herr Hall, "The English Tank was a swindle"; in fact, the alleged new English invention was an old German one, which the English had cleverly adapted to their purposes. Several years ago, he said, Goebel gave demonstrations in Berlin of a "grooveless railway, constructed on the principle of a walking wagon." Furthermore, pamphlets bearing the date September, 1914, in the first month of the war, proved that at that time Goebel had completed his designs for a giant battle-car. "Unfortunately," continued the lecturer. "Goebel shared the fate of the majority of German inventors, we need only recall Zeppelin—and up to the present he has been unable to procure the smallest support that would have enabled him to lay before the authorities the working model of his invention upon which they insist." The ostensible object of Herr Hall's lecture was to make it clear that in the matter of giant battle-cars, as in all other technical matters, Germany was in advance of the rest of the world. He assured his audience that the introduction of armoured land cruisers would shorten the war "because no means of defence against these monsters existed." Pictures of Goebel's workshop, and of several of his models, were shown on the screen. The attendance, says the *"Kolnische Zeitung,"* which reports the lecture, was small. This, however, may have been due to an intimation that the hat would be sent round, for the unfortunate inventor, it seems, "has fallen into the hands of usurers" and a National collection has been started to free him from their claws and supply him with the means of completing his invention "so that it may be used in the service of the Fatherland."

WEEKLY PAINT DEPARTMENT

Annual Convention of Martin-Senour Co.

Salesmen From All Parts of Canada Gathered at Head Office—Purses of Gold Presented to Salesmen

SALESMEN of The Martin-Senour Co., gathered in Montreal on Dec. 18-21 and held what was unanimously agreed by those in attendance, the best Convention in the Company's history. A programme full of interest was carried out on schedule time and the keenest interest displayed throughout.

Convention Headquarters were established at the Place Viger Hotel. The Sessions for the opening day were held in one of the spacious rooms of the hotel set aside for the purpose. After the roll call, the new members of the sales organization were introduced. In the Ontario Division T. Houghton was welcomed into the family and in the Quebec Division, J. E. Naud and L. J. Papineau were given a glad hand.

The opening address of the general manager, A. T. Black, contained much of interest and plans that were outlined for future expansion were heartily received. Territorial reports were of a most encouraging nature and showed that the dealer-agency expansion during recent months was in excess of any previous like period. Keen rivalry had existed in establishing the Martin-Senour Flag on new ground and in this it was pointed out, every section of the territory covered had yielded gains.

J. H. CONOVER,
Ontario Branch Manager, The Martin-Senour Company, Limited.

The second day sessions were of an outstanding nature in point of interest and were held at the new factories of the company which are situated at Beaumont St. and Greenshields Ave.

A tour of inspection to all departments of the paint and varnish plants followed, and here the salesmen were shown how the entire facilities of the manufacturing departments were being utilized and worked to capacity to adequately serve the best interests of the company's dealer-agents.

Under the supervision of J. H. Conover, Ontario manager, assisted by R. S. Daly, general superintendent and W. J. Smith, Chemist, demonstrations of the company's products and comparisons of qualities were extensively carried out. These were of a most convincing nature.

A pleasing noon-day function took place on Tuesday, when every employee of the company from all departments joined the salesmen and sat down to a real family luncheon. A spirit of fine co-operative relationship was in evidence. Advantage was taken of this occasion to present to W. H. Gerke, the retiring vice-president and managing director, a handsome cabinet of flat silver and cutlery and to Mrs. Gerke a beautiful bouquet of roses. Mr. Gerke

Salesmen of Martin-Senour Co., in session at Montreal.

feelingly thanked his late co-workers for this mark of their esteem and the loyalty they had shown him in the past and predicted even greater things for the company in the future under the leadership of his successor, Mr. Black.

The advertising and sales promotion sessions aroused great interest and the salesmen were gratified and enthused when plans were unfolded and new display and advertising features were shown which had been arranged to make the selling of Martin-Senour products still easier and more profitable. The consumer's mailing campaign, the new window trims, the newspaper campaign in a new dress, were among the outstanding feature.

W. P. WALSH,

Halifax Branch Manager, The Martin-Senour Company, Limited.

Tuesday evening a theatre party was held at the Orpheum Theatre where a section had been reserved for the salesmen and their guests.

Wednesday's sessions were presided over by W. P. Welsh, Halifax, manager. The entire day was devoted to discussion on various questions and problems as effecting the success of the company and the dealer-agent. The different subjects were handled in splendid form by salesmen to whom they were allotted and a general discussion followed each. The fullest and freest exchange of ideas and opinions was indulged in and every encouragement was offered for suggestions of a helpful nature which could be successfully put into effect.

The annual family dinner was tendered the salesmen and guests at the Canada Club on Wednesday Evening, and as usual this proved to be an event to be remembered. The Z. E. Martin Trophy donated by the founder of the Martin-Senour business in Canada was awarded to the salesman showing the largest year's increase and Quebec had the satisfaction of seeing one of its representatives, in the person of J. Brault, win the handsome trophy. Together with the trophy went a substantial purse of gold. The runner-up in this event was E. J. Cookson of the Ontario force who was also the recipient of a purse of gold.

Other prize winners in the various competitions and efficiency contests were C. F. Kendall, C. D. Cookson, R. Bernier, W. L. Magee, H. M. Borland, G. Tasse, T. L. Sheppard. The prizes in each instance were purses of gold.

The topical songs of the convention were heartily sung. Optimistic predictions were made for the future and the good spirit which prevaded this closing event is a pretty good indication that these predictions will be fully realized.

McArthur-Irwin Hold Conference

Banquet at Place Viger Hotel, Montreal, Marks Opening of Annual Convention.

ABOUT one hundred employees were present at the annual dinner of the McArthur-Irwin and affiliated companies, which took place at the Place Viger Hotel, Montreal, last Thursday. The chair was occupied by George Y. Chown, president, and a most enjoyable time was spent.

Following the toast of "The King," a song by Mr. Bengough was heartily applauded. The toast of "Our President" was proposed by John Irwin, vice-president, and responded to in a fitting manner by Mr. Chown. Mr. Hood then entertained the company with a piano solo, after which Mr. Mooney, who has just returned from Europe after an absence of over eighteen months in the interests of the firm, proposed the toast "Our Company," which was responded to in a very able and witty manner by Mr. Irwin.

Mr. Bengough then proposed the toast, "Our Traveling Salesmen," receiving much applause, especially to his remarks pertaining to credits. This toast was responded to in turn by each of the salesmen. The toast, "The Ontario Division," was proposed by Mr. Wilson, who made a few well-chosen remarks on the subject of co-operation, Mr. Reynolds responding. Then followed a song by Mr. Shepley, after which the president proposed the toast, "Our Affiliated Companies," giving a brief description of the aims and objects of each. This toast was responded to by Messrs. Burrill, Parker, Davies and Stewart. Mr. Parker then entertained the company with a piano solo, following which Mr. Bremner proposed the toast, "Our New Color Works," Mr. Munro responding. A whistling solo by Mr. Wilson followed, and after the toast of "The Press" had been proposed by Mr. Poole, and responded to, Wilson's Crown Diamond Minstrels made their appearance.

This was a real minstrel show, composed of employees of the McArthur-Irwin, Limited, and rounds of applause greeted their very able performance. Mr. Mould acted as interlocutor, Messrs. Anderson and Soden as endmen, Messrs. Bengough, Roche, Parker, Hood, Rocheford, Organ, Wilson, Mallette, Taylor, Shipton, Lacoste, Shepherd, Munro and Reynolds assisting.

A feature of the evening was a very new and enterprising surprise devised by Mr. Poole. Immediately after the last speaker had finished, newsboys rushed in, shouting, "Extra Convention Herald," and distributed copies of a special edition of this newspaper, gotten up expressly for this purpose, the whole front page featuring the banquet, speeches, etc., illustrated with cartoons, and gotten up in a most creditable manner.

The proceeding came to a close with the singing of "God Save the King," after a most enjoyable evening had been spent.

The regular sessions of the convention were held on Friday and Saturday. Tuesday and Wednesday of this week the Ontario men completed their deliberations in Toronto and the eastern men in Montreal.

STARKE-SEYBOLD DINNER

An informal dinner was served to the travelers and managers of departments of Starke-Seybold, Limited, in the Blue Room of the Windsor Hotel, on Thursday evening. Robert Starke, vice-president of the firm, presided. After a repast, speeches were delivered, which showed the good feeling between employers and employees. All joined in regretting the absence of the president, William Starke, who has been confined to his house for some time through illness. There were present Messrs. H. B. Seybold, sales manager; D. M. McDougall, Ottawa; J. E. Laporte, W. McEwen, H. Nolty, A. Gingras, H. Rowe, L. Daviault, J. W. Ranger, J. A. Paquette, A. L. Allan, F. B. Miller, H. St. Georges, H. G. Guenet, F. Demers, A. Hancock, V. Gougeon, A. Latremouille, and E. Sennat.

Jamieson's Pure Prepared Paints

Wishing will never increase your paint sales but *Jamieson's Pure Prepared Paints* will most assuredly do so.

There is 100 per cent. value in every can—a value that pleases every man. The profit is most desirable.

Here's to a more prosperous New Year. Write for our proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

MOORE'S

House Colors

Strong in Quality and Profit

Those pure linseed oil paints keep pace with the best in quality, and their selling price is comparatively low with an extraordinary margin of profit.

"They get big business" is the universal verdict of Moore Agents.

Get the agency for your district. Writing for our proposition places you under no obligation whatsoever.

Drop us a card now.

Benjamin Moore & Company
LIMITED

WEST TORONTO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, January 4. — The opening week of the New Year finds the paint markets actively inclined to firmness, and manufacturers and wholesalers as well as retailers looking with interest to the developments of the coming Spring. There is a likelihood of greater firmness than ever in linseed oil, though the market conditions at present are not at all free from complicating circumstances. Some crushers were holding off the market at the time of writing and opinions expressed were all towards firmness. There was even a hint that mixed paints may see another rise in price rather than a reduction. Varnishes also are very firm. Although the market for crude oil is very firm, and indeed rising, gasoline, at time of writing was still quoted at 28½ cents ex-tank car, the same price as last week.

Mixed Paints Might Advance Again

MIXED PAINTS.—While conditions for the opening of the year 1917 were tinged with the dull tone due to the holiday inactivity of all markets, there is still present a firmness in regard to the mixed paint market. Prices have recently risen, but apparently there has been no decrease in demand for paints, since orders have been coming along in undiminished flow even after the increase. Prices have risen, but, in the opinion of some manufacturers, they have not risen in accurate proportion to the increase in cost of raw materials. There is, however, a variance of opinion as to the future of paint prices. One manufacturer goes so far as to state that unless raw material costs advance still further higher prices on paint would hardly be warranted.

White Lead in Oil Keeps Firm

WHITE LEAD IN OIL.—Linseed oil is firmer, but lead is a little less strong on the market at present. No appreciable diminution in demand, it is claimed, has been noted in the trade here following the advance to present record figures, some manufacturers on the contrary expecting even increased demand. Prices are as at last week, that is, $14.30 per 100 lbs. for orders of one ton or over, and $14.60 per 100 lbs. for less than one ton orders.

Rise in Spirit is Influencing Shellac

SHELLAC, ETC.—Owing to the rapid rise in price of methylated spirit during the past week shellacs are all in exceedingly firm market, and varnishes which increased in price recently when paints were advanced are firm to the last degree of market standards of firmness. If raw materials increase further there might be increases again in varnish prices. Meantime the manufacturers are meeting conditions on the price basis of the recent rise.

Linseed Oil Opens New Year Firmer

LINSEED OIL.—With conditions exceedingly uncertain as regards supplies of the flax seed, but everything pointing to greater and greater difficulty, and shortage for the opening months of the New Year, linseed oil begins 1917 in very firm markets. Some firms are still quoting at the prices published in this column last week, but most firms doing business in linseed oil are quoting higher figures than last week's low quotation, which was $1.12 for the raw, and $1.15 for the boiled. Firms still quoting as low as that are not accepting orders for future delivery, however, and will no doubt revise prices upwards a shade unless linseed oil takes a sudden and unexpected downward trend. The outlook is all for greater rather than less firmness.

Linseed Oil	Raw.	Boiled
1 to 4 barrels	$1.15-1.20	$1.18-1.25
5 to 9 barrels	1.14-1.19	1.17-1.24
10 to 25 barrels ..	1.13-1.18	1.16-1.23

Turpentine Tendency Towards Firmness

TURPENTINE.—Conditions as regards turpentine are this week reported to be much as last week, with if anything a tendency towards firmness. Prices have not been altered from the quotations of last week which, as will be remembered, were as follows:—

Turpentine.	Per Imp. Gal.
1 barrel lots	80 cents
2 to 4 barrels	70 cents
5 to 10 barrels	78 cents

TORONTO

TORONTO, Jan. 5.—Travelers for the various wholesale paint houses have again started on the road after having a short vacation during the holiday season. For the most part the paint markets have been featureless during the week, a steadiness characterizing the situation. Linseed oil held at last week's quotations and turpentine remains firm in the primary market with no advances recorded locally. Gasoline is in very firm market due to another advance in the crude oil product of 10c per barrel. Advances in gasoline would not come as a surprise if the present firmness in the market continues. Glass held steady during the week. The inclination is strong to advance among the local dealers but in the face of fairly heavy stocks there has been no disposition to take the lead by any of the dealers as yet. White lead held steady although there was a slight weakening in the primary market for pig lead. Whether this movement in the primary situation will continue to be sustained is not yet apparent. Glue is becoming scarcer and harder to obtain. There is practically no glue of any kind in the market that can be obtained for less than 25c per pound.

Linseed Oil Held Steady During Week

LINSEED OIL.—There has been a steadiness in the linseed oil market during the week. There have been considerable fluctuations in the price of flaxseed during the week but the price on Wednesday closed very near the figure of the close on the previous Wednesday. Cash flax seed at Winnipeg on Wednesday of last week closed at $2.60 per bushel. The following day it declined almost 10c to $2.50¼. On Friday it climbed back to $2.56 and on Saturday went to $2.58¼ per bushel. Tuesday of the present week the closing price was $2.60¼ and on Wednesday it was down to $2.59½. These prices are sufficient to show the trend of the seed market, which during the week at least could be characterized as somewhat flighty. Receipts of flaxseed at Winnipeg on certain days of the week rolled up fairly heavy again, on Wednesday of the

Can You Handle The Cream of the Paint Business?

Certainly you can,—you would not admit the contrary even to yourself. But are you getting the *cream* of the paint business? Are you constantly selling your paints for the biggest jobs with the best profit and therefore the least worry to yourself? If you are not,

You Are The Dealer

that should get in touch with Brandram-Henderson now. Make ready for the approach of the indoor season by putting in a line of B-H. paints and varnishes. Their appeal to the homekeeper for interior decoration is instantaneous and their quality attracts the best business.

Make arrangements for a B-H. agency now and this cream of your community's paint business will come to you as surely as water flows down-hill.

If we are not already represented in your district, write to

BRANDRAM-HENDERSON LIMITED

Montreal, Halifax, St. John, Toronto, Winnipeg

If interested, tear out this page and keep with letters to be answered.

present week, for instance the inspections were 51 cars, which would seem to indicate that there is considerable seed in the Northwest still. Locally there has been a very light demand for linseed oil. Prices are holding firm and in the face of the present condition in the seed market there is little indication of the probable trend in the near future.

1 to 2 barrels..	$1.08-1.15	$1.10½-1.18
3 to 5 barrels..	1.07-1.14	1.09½-1.17
6 to 9 barrels..	1.06-1.13	1.08½-1.16

Gasoline in Firm Market; Crude Up

GASOLINE.—There is a firmness in gasoline prices due to a further advance of 10c per barrel on the price of crude oil in the Mid-Continent field. This now makes the selling price of crude $1.40 per barrel, which represents an advance of 50c per barrel within the past six weeks. There is a fairly good demand for gasoline in the winter season but it is not as heavy as in the summer and fall. With a greater demand gasoline would in all probability have climbed higher much more rapidly than it has. At the present time it is still quoted at 27½c to 28c with benzine 1c under these prices. Coal oil has advanced 1c per gallon during the week in some of the better grades and all lubricating oils are expected to be marked up in the near future.

Turpentine Again Firm in Primary

TURPENTINE.—There is a firmness again evident in turpentine in the primary market, as indicated by an advance of 1¼c per gallon during the week. Authorities on the turpentine situation in the Southern United States have expressed the opinion that the first three months of the present year will be the smallest in receipts in the history of the trade since the crops have reached their present proportions. One of the heads of a naval stores company who is president of the Savannah Board of Trade has expressed the opinion that the receipts of turpentine during the first three months will not be over 40 per cent. of what they were in the same months last year and that they would probably be nearer 30 per cent. Locally the demand has not been heavy. Stocks are light at present and dealers anticipate higher prices in the near future. Quotations remain the same as last week.

	Per Imp. Gal.
1-barrel lots	$0.75-$0.82
2 to 5 barrels	0.74 0.81
6 to barrels	0.73 0.80
5 gallon	0.80- 0.89

White Lead Maintains Steadiness in Tone

WHITE LEAD.—Prices have held steady in white lead during the week, quotations being still at $14.75 per 100 pounds in less than ton lots and $14.45 in ton lots. There is a slightly easier feeling, however, in the pig lead market and declines have been registered in that commodity during the week. In the primary market in New York it is quoted from $7.40 to $7.50 for spot. This represents a decline from $7.50 to $7.62½ per hundred pounds. Demand for the commodity locally has been somewhat quiet owing to the holiday season. Declines in the pig lead market would indicate an easier tone in the market for white lead in oil, although dealers state the recent advance was not commensurate with the advance warranted by the price of pig lead at the time the advance was made.

Glass Prices Have Been Maintained

GLASS.—There is still a disposition apparent for dealers to clean out present stocks before making advances warranted by the condition in the primary market. "Something will have to be done soon," declared the manager of one wholesale house. "Glass is now being sold for less than we can import it at the present cost figures in the United States. Stocks, however, are being depleted and it is only a question of time until the inevitable will take place." At present prices are holding steady.

Glue Situation Does Not Show Improvement

GLUE.—There is no indication of any improvement in the glue situation. There has been a big demand for the article and supplies have been short with no indication of better supplies. With each advancing week there is increasing difficulty to obtain the article. There is practically no glue on the market that is being quoted under 25c per pound. Hide glues are selling at 25c and pigsfoot is firmly held at 38c per pound, with probability of even higher prices.

Death of W. W. Bennett

The death occured at Gananoque, Ont., of Walter W. Bennett, of I. W. Bennet & Son, Gananoque. Mr. Bennett was ill for only a few days with pneumonia. He was the only surviving member of the Bennett family, and was widely and favorably known in the Canadian hardware trade. The late Mr. Bennett took a great interest in association work and was a member of the Executive Committee of the Ontario Retail Hardware Store Dealeds' Association. Mr. Bennett was a comparatively young man, and will be greatly missed in hardware circles. He is survived by his wife and one daughter.

Personal

Frederick J. Brule has resigned from the staff of the Anaconda Copper Co., to accept the position of chief engineer of the British American Nickel Corporation with headquarters in Toronto.

John I. Reid has been made superintendent of the Longue Pointe plant of the Canadian Steel Foundries, Ltd., Montreal. He assumes his duties at once. He was formerly works manager of the American Steel Foundries' plant at Chester, Pa., and recently sales agent for the company at 30 Church Street, New York City.

Lightning Did Not Cause Fire

In a recent article in HARDWARE AND METAL of December 23, 1916, on the durability of metal roofing it was stated that a building in Weston, Ont., had been struck by lightning and was burned. Major J. O. Thorn, general manager of the Metallic Roofing Company of Canada, has drawn our attention to the fact that the building was not burned at the time the lightning struck. The building was struck by lightning but was not burned. Some months afterwards, however, it was burned through the upsetting of a lamp on the inside of the building. Metal sheets taken from this building after the fire were in some instances restamped and used again.

Obituary

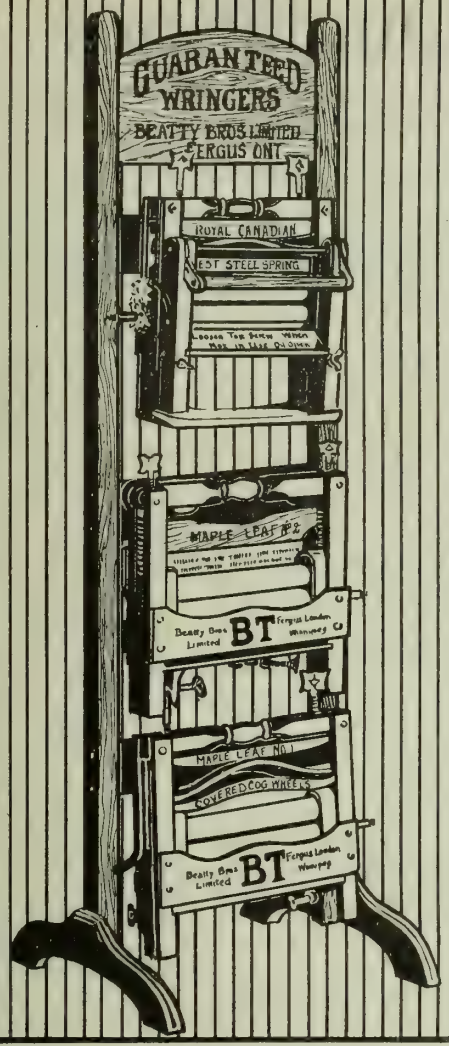
Hagersville, Ont.—The death occurred here of Jas. Sheldrick, hardware merchant.

HARDWARE LETTER BOX

Daisy Heater

Thomas Dallas, Lamont, Alta.—Please advise where I can purchase repairs for Daisy Oak Heater.

A heater called "Daisy" is made by Moffatt Stove Co., Weston, Ont., represented in Alberta by Wood, Vallance & Adams, Calgary, Alta.—Ed.



WRINGER STAND

This stand will keep your wringers displayed before the customers who come in your store. It is a silent salesman of exceptional ability and will greatly increase your wringer business. It will hold 6 wringers. It is neatly painted and the pegs that hold the wringers are galvanized.

Ask for this stand when ordering wringers.

Order from us now or from our salesman next time he calls.

BEATTY BROS., LIMITED

Head Office : FERGUS, ONT.

Winnipeg, Man. Edmonton, Alta.
Montreal, Que. St. John, N.B.

Trade **BT** Mark

Wringers

BERRY BROTHERS' CELEBRATED MADE IN CANADA BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

BERRY Brothers' made in Canada varnishes and enamels are adapted for every known use.

Our trade-mark on a can is a guarantee that the contents are absolutely true to description.

Our line is easy to sell because all consumers have learned that in buying Berry Brothers' products they are getting honest varnish value.

Write for our price list and interesting dealers proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario

(442)

BERRY BROTHERS' CELEBRATED MADE IN CANADA BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics -B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmokor 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

American Metallic Ammunition —B.B. Caps, Round Ball, $3.40 per M. net.; B.B. Caps, Conc. Ball, $4.25 per M. net.

Cartridges — Rim Fire Black and Lesmok Powder—22 Short, discount 5%; 22 Short, hollow point, discount 5%; 22 Long, discount 5%; 22 Long, hollow point, discount 5%; 22 Long Rifle, advance 12½%; 22 Long Rifle, hollow point, advance 12½%; 22 Short Spotlight, discount 12½%.

Rim Smokeless Powder — 22 Short, discount 17½%; 22 Short, hollow point, discount 17½%; 22 Long, discount 5%; 22 Long Rifle, advance 12½%; 22 Long Rifle, hollow point, advance 12½%; 22 Short Spotlight, discount 27½%; Rim Fire Military, size AD, advance 82½%; Rim Fire, all others, advance 12½%; Centre Fire, pistol styles, advance 67½%; Centre Fire, Military and Sporting styles, advance 82½%.

Rim Fire Blanks 22 Short, $2.90 per M. net; 32 Short, $5.30 per M. net; 32 S. & W., $10.55 per M. net; 38 S. & W., $13.50 per M. net.

Shot Cartridges — Rim Fire, discount, 5%; Centre Fire, pistol size, advance 45%; Centre Fire, sporting size, advance 65%.

Primed Shells and Bullets — Advance 75%.

Primers—Winchester, 250 in box, Nos. 1, 1½, 2½, $3.50 net; Winchester, 100 in box, Nos. 1 and 2, $3.70 net; Winchester, 100 in box, Nos. 1 W, 1½ W, 2½ W, 3 W, new 4.5 and 5½, $3.70 net; Berdan, 250 in box, Nos. 1, 1½ and 2, $3.50 net.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12 00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz......	8 50	11 00
Double Bit	12 00	14 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.........		10 00
No. 3, doz.........		10 80
No. 4, doz.........		11 60
No. 5, doz.........		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 10%.
Standard Quality, 30, 10, 10%.
Side Lace Leather, lb......$1 30
Cut Lace Leather, lb....... 1 50

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 51
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.......	4 80
3 sections, 5 ft., doz.......	6 00
3 sections, 6 ft., doz.......	7 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in...	6 00	6 00
No. 2 18 in.x28 in...	6 50	7 20
No. 3—20 in.x30 in...	7 25	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins.	8 40
Folding, 14x58 ins., doz...	16 50
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)..		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814..........	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.; ½ in., $5.30; ⅝ in., $5.20; ¾ in., $5.20.

Electric Weld Loading Chain ¼ in., $11.50 per 100 lbs.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $12; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS, FOOD .. ..

Universal, No. 0.......	$14.40 doz.
1.......	17.40 doz.
2.......	20.40 doz.
3.......	25.80 doz.

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	53 50	53 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, list, plus 5%.

CORD (SASH)

No 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

Galvanized.

	Apollo	Crown	Gorbals
18x24x52	6 25	7 50	7 50
60	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	24 00
IXX, 20x28 base	28 00
IXXX, 20x28 base	32 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	8 00
IX, 20x28 base, 56 sheets..	9 00
IXX, 20x28 base, 56 sheets.	10 50
IXXX, 20x28 base, 56 sheets	12 00

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 200 lbs., $14; 216 lbs., $15.

COKES, BRIGHT

Bessemer Steel—

14x20 I.C. base	9 25
20x28 I.X., double box....	18 50

CLOCKS

Big Ben 2 40

CROWBARS, 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"— DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle....	60
Disston Brand	60
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

The S-W agency is identified by this trade-mark

and it is recognized by paint users the world over as being the identifying mark of the best prepared paint and other finishes that can be produced.

S-W Agents are profiting

by our Extensive International Advertising Campaign to Consumers because they are the merchants who sell the **most** of the **most satisfactory** paint products.

If you are interested in **a better selling** line of paints and finishes let us tell you about our Exclusive Agency proposition.

Our distributing points

from coast to coast enable us to fill your orders quickly and eliminate part of the cost of transportation and all the delays of long distance shipments.

Send us a postal card to-day with your name and a question mark on it.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
Head Office: **MONTREAL**

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 60
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $18; 9-16 in., $27.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Prices on handles under revision.

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%; all pick handles, 35%; all other hickory handles, 37%; all ash and maple axe handles, 40%; all hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%; all oak, ash and rock elm team neckyokes and singletrees, 30%; all doubletrees and eveners, 25%; all hickory cant hooks and pevies changed to 25%; all maple cant hooks and pevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.
Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 25%; extra quality, 35%, and No. 1, 45%.

F.O.B. Toronto, London, Montreal, Hamilton and St. Thomas.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	7 30
Atlas, No. 2	8 50
Stearns, 4 in.	6 00
Stearns, 5 in.	8 40
Perfect, No 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
Storm King and safety hanger, doz.	7 00
Steel track 1¼ in.	6 75

HEATERS (OIL)

Perfection No. 120, N.P., ea	$3 20
Perfection No. 130, N.P., ea.	3 45
Perfection No. 125, Jap., ea.	3 05

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 50	3 75
Refined iron, per 100 lbs.	3 70	4 15
Angles ....base	4 00	3 85
Horseshoe iron, per 100 lbs.	3 55	4 00
Norway iron	9 75	7 50
Mild steel	4 00	3 75
Band steel	4 00	4 15
Sleigh shoe steel	4 00	3 90
Tire steel	4 20	3 95
Toe calk steel	4 90	4 50
Mining tool steel, per lb.	0 11½	0 14
Cammell Laird, lb.	....	0 23
Sheet cast steel, lb.	0 20	0 23
Black Diamond tool steel, per lb.	0 13½	0 14
Silver tool steel, lb.	0 17½	0 23
Spring steel	5 50	5 50

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 15
Mrs. Potts, No. 50, nickel-plated, per set	1 30
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	18c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	8 50
Jumbo, doz.	10 00
Jap'd Dash, doz.	11 25
Search Dash, doz.	11 75
Searchlight, No. 20, doz.	19 50
All brass	24 75
Little Bobs, A.C., doz.	2 00
Copper, well japanned, doz.	14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast	....	0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	3 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LEAD

	Mont'l	Tor'to
Pig, see weekly report.	Lb.	
Lead wool	0 13	0 12
Sheets, 3 lbs. sq. ft.	0 13¾	0 12¼
Sheets, 3½ lbs. sq. ft.	0 13¾	0 12¼
Sheets, 4-6 lbs. sq. ft.	0 13½	0 12

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	11 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
Playtime, engine drive	18 00
Ideal Power	30 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch,	..$1	3 inch...	10c
1⅛ inch,	..$1	3¼ inch...	10c
1¼ inch.	..65c	3½ inch. ..	10c
1½ inch.	..40c	4 inch. ..	5c
1¾ inch.	..40c	4½ inch. ..	5c
2 inch.	..30c	5 inch. base.	
2¼ inch.	..30c	5½ inch. base.	
2½ inch.	..15c	6 inch. base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails — Montreal, $4.25 base; Toronto, $4.25 base; London, $4.25.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

1842 1917

Three-quarters of a Century

It is our pleasant duty to announce that the present year is the **seventy-fifth** *our firm has been in existence, and during this long vista of time the business has been successively controlled by* **three generations,** *whose efforts have ever been directed towards the advancement of manufacturing, and to whose zeal and energy we are indebted for the distinguished position the firm holds to-day in the field of commerce.*

In acquainting you with the fact of our long and successful business career, we at the same time thank you for the share you have had in its development, and assure you our efforts in your interest will not relax in the future.

A. RAMSAY & SON CO.

Head Office: MONTREAL

TORONTO VANCOUVER

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

C Brand.

Size.	pound.
No. [illegible]	$0 77
No. 4	0 37
No. 4½	0 32
No. 5	0 17
No. 6	0 16
No. 7	0 15
No. 8	0 15
No. 9	0 14
No. 10	0 14
No. 11	0 14

London, Hamilton, Montreal, Toronto.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...$1.80	48 inch...$ 6.20
18 inch... 2.65	60 inch... 7.70
24 inch... 3.40	72 inch... 9.20
30 inch... 4.00	84 inch... 10.50
36 inch... 4.75	96 inch... 12.00
42 inch... 5.50	

1½ inch mesh and 19 ga. wire.

12 inch...$3.50	42 inch...$10.50
18 inch... 5.00	48 inch... 12.00
24 inch... 6.30	60 inch... 15.00
30 inch... 7.75	72 inch... 18.00
36 inch... 9.00	

1 inch mesh and 20 ga. wire.

12 inch...$ 4.00	42 inch...$12.00
18 inch... 5.50	48 inch... 14 00
24 inch... 7.00	60 inch... 17.00
30 inch... 8.50	72 inch... 20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...$10.50	36 inch...$15.00
30 inch... 12.75	

(½ inch mesh and 22 ga. wire)

24 inch...$16.50	36 inch...$24.00
30 inch... 20.10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting, 30, 10% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	20 50
U.S. Navy (American)	20 00
Clipper, U.S.	18 00
U.S. Navy (English)	16 50
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 12	0 11
Royalite	0 12	0 11
Palacine	0 14½	0 14½
Lampoline	0 13½	0 12½
Electroline	0 16½	0 15½
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, 5½c. lb.

Lead, heavy, pipe, etc., 7½c.

Brass, yellow, 15½c; red, 19½c.

Brass, light, 9½c lb.

Zinc, heavy, 8½c lb.

Copper, heavy, 25c lb.

Old cast iron, $14 75-$16 per ton.

Stove plate, $11.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim 9¼c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 5½c.

bicycle tires, 2½c.

PACKING Per lb.

Fine jute	0 11½
Coarse jute	0 09¾
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 64
Tarred Felt, per 100 lbs.	3 25
Asbestos Sheeting, (per 100 lbs.)	8 00 10 00
Carpet Felt, 16 oz., per 100.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	....	5 50
6 to 7 lbs., doz.	....	5 95
7 lbs., doz.	....	6 75
7 to 8 lbs., doz.	....	6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black	Galvanized
	Per 100 feet	
⅛ in.	$ 4 25	$ 5 75
¼ in.	3 54	5 67
⅜ in.	3 54	5 67
½ in.	4 59	6 16
¾ in.	5 64	7 76
1 in.	8 33	11 48
1¼ in.	11 27	15 53
1½ in.	13 48	18 56
2 in.	18 13	24 98
2½ in.	28 67	39 49
3 in.	37 49	51 64
3½ in.	46 92	63 94
4 in.	55 59	75 76
Lapweld—		
2 in.	21 09	27 57
2½ in.	31 59	41 83
3 in.	41 31	54 70
3½ in.	51 52	68 54
4 in.	61 04	81 21
4½ in.	71 12	94 62
5 in.	82 88	110 30
6 in.	107 50	143 00
7 in.	142 80	186 80
8 in. L.	150 00	196 30
8 in.	172 80	226 10
9 in.	207 00	270 80
10 in. L.	192 00	251 20
10 in.	247 20	323 40

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 55%.

4" and under, running thread, 40%.

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10 ft. lengths, list	21 30

Above subject to 45% trade discount.

PIPE, LEAD

Lead pipe, lb.	0 13
Lead waste pipe, lb.	0 14

Lead traps or bends, net list.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	0 55	0 60
8" soil pipe	0 40	0 45
Medium and extra heavy fittings, 6" and under	0 60	0 65

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1 qt. can, doz.	10 00
O-Cedar, ½ gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

PUMPS

Cistern Pumps	30%
Set Lengths	35%
Brass Lined Cylinders	30%
Brass Body Cylinders	25%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 30. Iron Burrs 30.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Pluvius, 1-ply	1 35
Pluvius, 2-ply	1 80
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs. F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis ....lb.	25½
British Manila basis	21
New Zealand hemp basis	21
Sisal basis	20

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	20	
Double lath yarn	20½	
Yacht marline, tarred	46	
White polished halyards	23	
Hemp, deep sea line basis	36	
Hemp, tarred ratline basis	32	
Hemp, tarred bolt rope basis	34	
Marline and Houseline	34	
Jute rope basis	15½-16½	
Italian rope basis	36	
Cotton, ⅛ lb.	0 42	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion	Scale cost	Stamping extra
4 lb.	$ 3 45	$0 20
10 lb.	4 50	0 30
240 lb.	7 70	0 50
600 lb.	18 75	1 00
1200 lb.	22 50	1 00
2000 lbs.	29 25	1 00
2000 lbs. Drop lever	34 50	1 00
10 lb. Household	3 00	0 10
25 lb. Household	2 90	0 30

Above are net prices. Where standard lists are used the discount is 25%. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	6 00
12 gauge	6 10	6 00
14 gauge	5 85	5 40
16 gauge	5 90	5 60
18-20 gauge	5 20	5 55
22-24 gauge	5 30	5 60
26 gauge	5 35	5 65
28 gauge	5 45	5 75

SHEETS, CORRUGATED

Per 100 sq. feet.

	Per 100 sq. ft. Galvanized
28 ga.	$ 6 00
26 ga.	6 50
24 ga.	8 75
22 ga.	10 50
20 ga.	12 00
18 ga.	15 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz	$ 7 50
U.S. 28	7 20
U.S. 26	6 90
22 and 24	6 75
18 and 20	6 60
14 and 16	6 50

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 35
16 gauge	7 40	6 45
18-20 gauge	7 60	6 60
22-24 gauge	7 80	6 75
26 gauge	8 00	6 90
28 gauge	8 40	7 20
10¾ ozs.	8 85	7 50

Add 25c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	8 30	8 22	7 60
22-24	8 50	8 30	7 80
26	8 75	8 50	8 00
28	9 00	8 75	8 40

Get 25c in case lots.

SHINGLES Per square

Standard galvanized $6 50
Shipping weight, 90 lbs.
Standard painted 4 50
Shipping weight, 80 lbs.
Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES List

Boys' Hockey, polished	0 85
Scotia	2 80
Dreadnought	3 00
MicMac	4 50
Velox	6 00
Regal, 189	5 50
Regal, 191	6 00

Discount 20%.

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

THE BABBITT METAL THAT'S AT THE FRONT IN EFFICIENCY AND ECONOMY

Harris Heavy Pressure

"The Babbitt Metal Without a Fault," is guaranteed to give EXCELLENT SERVICE. It will not crack or squeeze out. It will run cool at any speed. It is copper coated and copper hardened. It is best for all general machinery bearings. Order a box from our nearest factory.

It is Made in Canada. What We Make We Guarantee.

We Manufacture All Grades of Babbitt Metals.

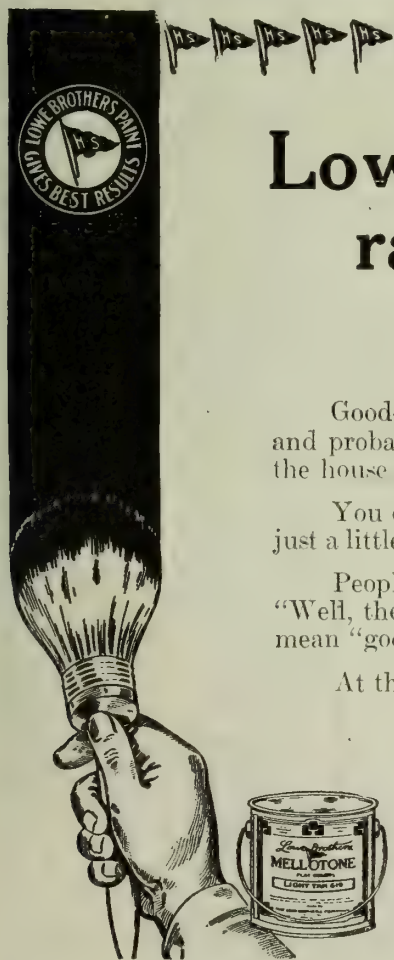
WRITE FOR COMPLETE LIST.

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory, TORONTO, Fraser Ave.

Branch Factories

HAMILTON MONTREAL WINNIPEG VANCOUVER



Lowe Brothers' Paints turn random buyers into loyal, steady customers

Good-will is the biggest asset any store can have. It is usually built on trifles and probably costs nothing. Yet the store that has the people's good-will is "like the house founded on a rock."

You can secure the good-will of your paint customers by selling them something just a little better than they thought they'd get—Lowe Bros. High Standard Paints.

People who buy Lowe Bros.' High Standard Paints from you will always say: "Well, they're certainly nice people to deal with." Good impressions linger. They mean "good-will."

At that, we do two-thirds of the selling. You only one-third. Ask us.

Lowe Brothers LIMITED TORONTO

Lyon Paint & Glass Company, Limited, Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30 and 5%	....	20 and 10%
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	30 and 2½%	30 and 2½%	30 and 2½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	30 and 2½%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDERING COPPERS.

Base, per lb., 61c cents.

SOLDER, BAR

See Weekly Report

STAPLES Per cwt.

Fence staples, bright, kegs 4 85
Fence staples, galv., in kegs 5 70
Fence hooks, galv..... 5 70
In 25-lb. boxes add 25c extra.
Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's

Boudoir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00
F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00
F.O.B. Toronto, Hamilton, London and Montreal.

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe Findings List adopted Aug. 10, 1916—New list under advisement.
List of Capped Goods adopted Jan. 1, 1916....70-10%
F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins

Ass skin, No. 712, 50 ft., doz.
Ass skin, No. 714, 66 ft., doz.
Linen, No. 404, 66 ft., each.
Metallic, No. 603, 50 ft., ea.
Challenge steel, No. 263, 50 ft., each .....
Reliable Jr., No. 103, 50 ft.

TIES, COW

Open Ring, Closed Ring, 32½%.
3 Chain and 4 Chain, 32½%.
Stall Fixture Bars, 25%.
Tie Out Chains, 70%.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%

TROUGH (EAVE)

G. G. Square head and half round
Size in girth Per 100 feet
8 in. .....$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00
Discount 45 and 2%.

TRACK

B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.
F.O.B. Fergus.

TRAPS (GAME) %

Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35
F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS

No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES %

Ground work 50
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath cocks .....
Standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam cocks .....
Standard 53
High grade 50
Radiator valves, standard... 20
High grade 30
Patent quick opening valves 60

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%
Stamped Ware, plain, 50 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 20%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz... 41 75
Garden, steel wheel, doz... 53 00
Light garden, each 37 25

WHIFFLETREES (Steel).

No. 70—F.D. & B.D.
Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40
F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. ..... 70 %
Brass Screw Hooks ..... 70 %
Brass Gate Hooks and Eyes ..... 70 %
F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $5.25; No. 10, $5.30; No. 11, $5.40; No. 12, $5.50; No. 13, $5.60; No. 13½, $5.60; No. 14, $5.75; No. 15, $6.
F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.20; No. 19, $6.70
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

Much lower prices on fence wire than those shown below are being quoted in some quarters.

	Montreal
Barb	$5 25
Nos. 6, 7, 8, plain galv....	5 70
No. 9, plain galv.....	5 25
No. 10 "	5 75
No. 11 "	5 80
No. 12 "	5 40
No. 13 "	5 50
No. 14 "	6 10
No. 15 "	6 50
No. 16 "	6 60
No. 18 "	8 00
No. 9, coil spring	5 30
No. 12, coil spring	5 45

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.

Royal Can., 11 in., doz. list.$	84 80
Eze, 11 in., per doz.....	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.

White, No. 1, each..... 1 50

Back in 1842

the old firm of McArthur, Corneille (now McArthur, Irwin, Limited) began making paint, and shortly after received the Royal Patents from the Crown to manufacture

CROWN DIAMOND PAINTS

All these years efforts have been concentrated to producing a paint that would meet the most exacting requirements of the Canadian trade.

The success attained is evidenced by the continued demand and increasing sales of CROWN DIAMOND PAINTS.

From the small beginning 75 years ago, the business has expanded until plants are now operated at Yorktown, Virginia, and Millerton, N.B., as well as five factories at Montreal and a Toronto Branch.

The oldest Canadian household paint—an honest product that has withstood the severest and only true paint tests of Time and Wear.

An old firm—A tried and proven product.

McARTHUR, IRWIN, LIMITED

MONTREAL ESTABLISHED 1842 TORONTO

Paint Makers since 1842

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, **$6.80** per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb., $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb...	0 50
Larger quantities, per lb..	0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 20
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$16 13
Weighted, 20 lbs., doz.	18 50

COATING

Cement Coating	$2 55	2 75

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg..	5–12c
Burnt Umber, 100 lbs.....	5–12c
Raw Sienne, 100 lb. kegs..	5–12c
Burnt Sienna, 100 lb. kegs	5–12c
Imp. green, 100 lb. kegs...	0 22
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs..	0 12
Indian red, No. 1, 100 lb. k.	0 05
Venetian red, best bright.	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs.	0 03
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 03½
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 18
Chrome yellow, pure 30–35	
Golden ochre, pure	0 18
French spruce ochre, pure	0 15
Chrome green, pure 15–22	
French permanent green, pure	0 22
Signwriters' black, pure..	0 24
Marine black, 25-lb. lrons	0 07
Lampblack	0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..

Alba-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER

	Gal.
Luxeberry Enamel $5 00	
Screen Enamel, BB.	1 65

FORMALDEHYDE

	Per bbl.
Demi-johns, 50 lbs.	0 15½

$1.10 for demi-john extra.

GLUE

	Per lb.
French medal	0 25
English common sheet....	0 25
English prima	0 30
White pigsfoot	0 38
Cake, hone 112 lb. bags..	0 25
Hide, 112 lb. bags	0 35
Gelatine, 112 lb. bags....45–60	
Ground glues, 112 lb. bags—	
No. 1	0 25

GLASS

	Single Thick	Double Thick
(Under 25) $7 80		$11 90
26 to 34 ..... 8 15		12 85
35 to 40 ..... 8 50		13 60
41 to 50 .....11 75		15 50
51 to 60 .....12 25		15 85
61 to 70 .....13 10		16 80
71 to 80 .....14 75		18 35
81 to 84	22 75	
85 to 90	24 35	
91 to 94	25 00	
95 to 100	29 00	
101 to 105.....	32 00	
106 to 110.....	37 00	

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure $14 30		$14 45
Green Seal	14 30	14 45
Tiger Pure	14 30	14 45
Ramsays Pure	14 30	14 45
Moores Pure	14 30	14 45
O.P.W. Dec. Pure..	14 30	14 45
Red Seal	14 30	14 45
Decorator's Pure ..	14 30	14 45
O.P.W. English ...	14 55	14 70
Elephant Genuine ..	14 55	14 70

B.B. Genuine Lead, less than tons, $16.15 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles		
2-lb. bottles		
5-lb. bottles		
10-lb. bottles		
25-lb. irons		
50-lb irons		
100-lb. irons		
200-lb irons		
Barrels		

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6. White in 5 lb. pkgs., per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white $3 05	
B.H. English, colors	2 80
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint ...	1 95
Moore's Sani-Flat	2 40
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white ..	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white ..	3 05
Sherwin-Williams, colors ..	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white ...	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65

PARIS GREEN

	Mun-ro's	C.P. Co.	Ber-gers
600-lb. bbls.	42		
250-lb. kegs	43		
100-lb. drums ...	44		
50-lb. drums	44		
25-lb. drums	44		
1-lb. 100s, pkgs..	46		
½-lb. 100s	48		
1-lb. 100s, tins ..	47		

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2.25-2.50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ barrels	0 06½
Barrels	0 06

PUTTY

	Standard	
	Montreal	Toronto
Bulk, in casks ...	2 90	3 09
Bulk, 100-lb. drums	3 10	3 20
Bulk, 25-lb. drums	3 20	3 30
Bladders, in bbls...	3 50	3 60

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.75.
Pure Orange, gal., $2.55.

Gum, 44c lb.; finest orange, 49c lb.; finest white, 60c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING

	Gal
Liquid Slating, B.B.....	

STAINS

	Gal.
Oil and Spirit, Berry Bros.	$2
Water Stains, Berry Bros..	1
Berrycraft, stain finish ..	
Creo-lac	
C.P. Oil Stans	
Sun Varnish Stains	

VARNISHES

	Per gal	caus
Brandram-Henderson, L "Gold Medal"		
Copaline Varnish		
C. P. Co.'s Sun Varnish ..		
Dependon Light Hard O Finish		
Dulgloss		
Elastic Interior		
Elastic Exterior		
Elastic Excello		
Everlastic (Floor)		
Elastilite		
"Flint-Lac" coach		
Flattine Floor Finish ...		
Gold sized Japan		
House painter's White Jap		
Jas-per-ite exterior finishi		
Jas-per-ite pale hard oil .		
Jas-per-ite floor finish ..		
Kopi		
Kyanize cabinet rubbing		
Kyanize spar		
Liquid granite		
Luxeberry light		
Luxeberry spar		
Luxeberry exterior		
Marble-ite		
Mar-Not		3 15
Martin-Senour finest interi		
Martin-Senour Wood-Var.		
Maritime spar varnish ..		
No. 1 Furniture Varnish		
Sherwin-Williams "Kopal" Varnish		3 00
Stove-Pipe Varnish, ½ pint gross		
Sun Waterproof Floor Fini		
Sun-Spar Varnish		

WATER PAINTS

Opalite, 200 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal package, per pkg..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream	0 20

WASTE, WHITE WIPING

XXX Extra	0 18
X Grand	0 17
XLCR	0 16
X Empire	0 15
X Press	0 14

WASTE, COLORING WIPING

Fancy	0 14
Lion	0 12½
..Standard	0 11
Popular	0 10
Keen	0 09

WASTE, WOOL PACKING

Arrow	24
Axle	18
Anvil	14
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX

	Per lb.
C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41–44c
Johnsons	41–44c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL

	Per gal.
In gallons	1 25
Barrels	0 87

$4 extra for barrels.

Your Spring Varnish Order

Have you yet decided what line of Varnish you will feature in 1917? You should give as much thought to the selection of Varnish as to the selection of paint or any other line.

Let it be

Dougall Varnish

The Varnish That Lasts Longest—The Varnish That Always Gives Satisfaction.

We Will Gladly Send You Full Particulars.

THE DOUGALL VARNISH CO., LIMITED, MONTREAL

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 7 50	$12 50
Double Bit	13 00	15 00
Broad Axes	28 00	31 00

BARS, CROW. $5.50 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 40, 12½ and 2½ p.c. off list.

Standard, 30, 10 and 10 p.c. off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8c; ⅜, 7c; tie out, 70%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 8½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10; diamond, 20; pearl, 20, 12½.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125 lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12 oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)

30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., $1.75.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.40; No. 2 and larger, $5.15; snowshoes, No. 0 to No. 1, $5.65; No. 2 and larger, $5.40; steel, No. 0 to 1, $5.85; No. 2 and larger, $5.60; featherweight, $7.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	7 75	7 75
28 Am. or 26 Eng.	7 40	7 40
26 Am. or 26 spec.	7 15	7 15
24	6 95	6 95
22	6 95	6 95
18 and 20	6 75	6 75
16 Am.	6 75	6 75

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Potts No. 50 set	1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Short Globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $6.75; cutter, $6.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $4.40.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots, 2c advance over list; case lots, 1c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, 14c; less quantities, 16c.

PICKS, Clay, 6-7, $6.25 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 14	$ 6 57
⅜ inch	4 23	6 66
½ inch	5 49	7 25
¾ inch	6 71	9 14
1 inch	9 90	13 50
1¼ inch	13 41	18 27
1½ inch	16 07	21 83
2 inch	21 60	29 39
2½ inch	34 11	46 44
3 inch	44 64	60 75
3½ inch	55 89	....
4 inch	66 15	....
4½ inch	82 80	....
5 inch	97 20	....
6 inch	126 00	...

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $6.25; full polished, $7.25; 18 x 24, half polished, $6.25; full polished, $7.25; 20 x 28, half polished, $6.50; full polished, $7.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS

Iron rivets, 25 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 20c base; pure Manila, 27c base; British Manila, 22c base; lath yarn, 20c base; African hemp, 22c base; cotton rope, ¼ and over, 43c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 20 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 75
14 gauge	5 65
16 gauge	5 75
18-20 gauge	5 90
22-24 gauge	5 95
26 gauge	6 00
28 gauge	6 10

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10. $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16. $4.30; ⅜, $4.10; 7-16, $3.95; ½. $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east, octagon tool steel, 12½c base; square tool, 13½c base; spring, $4; machine, $5 base; tire, $4.50.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 30%.

TIN AND TIN PLATE

20 x 28 I.C.	$18 00
20 x 28 I.X.	19 50
20 x 33 I.C.	20 50
20 x 33 I.X.	22 50
Terne plates	15 50

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15%+75c; full boxes, iron, 20%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.35; less than ton lots, $16.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.15 Winnipeg; $5.75 Fort William.

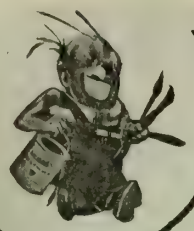
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $5.20; 10, $5.25; 12, $5.40; 14, $5.55; 15, $5.70; 16, $5.85 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Ezo, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.



A Canful of Profit and Satisfaction

Stephens

HOUSE PAINTS

Are noted for their consistency of good service and their extraordinary covering capacity.

Every can you sell delivers satisfaction to painters and consumer—a satisfaction that ensures steady patronage.

If not already represented in your town, we will be glad to explain our *exclusive* agency proposition.

Write us now.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG - - CALGARY

If interested, tear out this page and keep with letters to be answered.

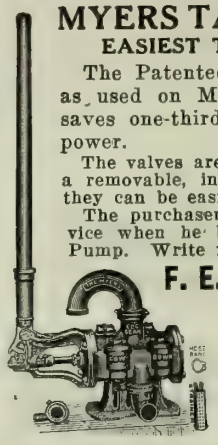
NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

Seymour Shears Surely Satisfy

Our catalog will interest you.

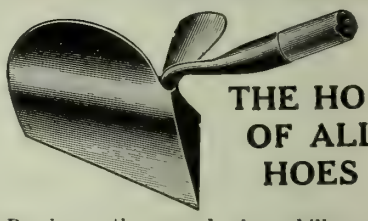
Wiebusch & Hilger, Ltd., New York; A. Macfarlane & Co., Montreal, Canada
Selling Agents

MYERS TANK PUMPS
EASIEST TO OPERATE
The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.
The valves are each located under a removable, individual cap, where they can be easily reached.
The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.
F. E. Myers & Bro.
Ashland, Ohio.
J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.
Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.



ONTARIO OIL & TURPENTINE COMPANY
TORONTO, ONTARIO
SUCCESSORS TO
Colonial Varnish & Color Co.
TORONTO, ONT.
TURPENTINE IMPORTERS
AND
LINSEED OIL DEALERS
We import Pure White Gum Spirits of Turpentine in new white oak barrels.
Prices quoted Jobbers and Manufacturers on application.
WHOLESALE ONLY

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS Limited
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England



THE HOE OF ALL HOES
Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.
Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

$469.20 a Year for National Advertising

A half-page advertisement in **MacLean's Magazine**, every issue for a year (12 times), costs $469.20.

Figured out proportionately, it means:

$164.22	**to influence**		**Ontarians**
$102.00	"	"	Quebecers
$ 23.46	"	"	New Brunswickers
$ 28.15	"	"	Nova Scotians
$ 4.69	"	"	P.E. Islanders
$ 32.84	"	"	Manitobans
$ 37.54	"	"	Saskatchewans
$ 28.15	"	"	Albertans
$ 28 15	"	"	British Columbians

(This division on the basis of provincial populations.)

Really, when you break it up this way, the amount per province for a whole year's powerful influence is ridiculously small. Honestly, can you say "I can't afford $469.20 a year for national advertising?"

MACLEAN'S MAGAZINE

Can perform a service for you, at a price, which you cannot have rendered by any other single medium, or at so low a cost.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

MARTIN-SENOUR
PAINTS AND VARNISHES

(Made in Canada—Sold on Merit)

PIONEERS

of

PURE

PAINT

and

STILL FIRST

in the estimation

of

PAINT USERS.

A CONTINUOUS DRIVE

A steady, irresistible drive has carried the Martin-Senour Co into the very forefront in the Canadian Paint and Varnish field.

This drive has established the thousands of Martin-Senour Dealer-Agents in a position where they are enabled to procure and control the larger share of the paint and varnish trade of their districts.

The successful methods pursued in this drive will be continued by even more aggressive means.

"Quality the best," has always been the Martin-Senour keystone.

Every product carrying our label absolutely guaranteed to best serve the purpose for which it is made.

Advertising and sales help the strongest we can plan and carry into effect

The whole-hearted effort of an experienced personnel in Administrative, Manufacturing, and Sales Departments, devoting their entire energies to serving well our customers.

A combination of Quality and Service which establishes beyond all doubt that MARTIN-SENOUR Paints and Varnishes are the easiest and most profitable to sell.

Let us present for your consideration our exclusive Agency Plan.

A Postal request does not obligate you to buy. It merely indicates your willingness to be shown

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

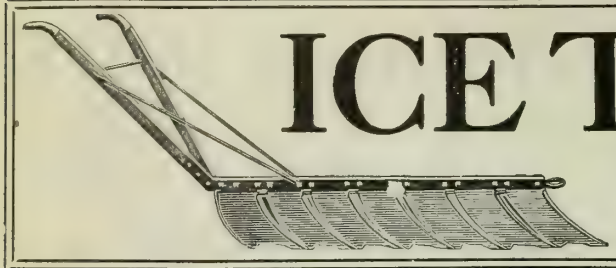
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

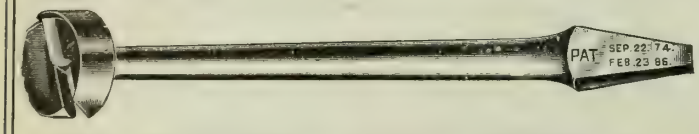


ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE CT MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

WANTED — HARDWARE SALESMAN TO handle the jobbing trade for a Canadian factory. Best of references must be furnished and experience stated. Box 150, Hardware and Metal, Toronto.

It is a good test of a hardware salesman's capacity to find out whether he regularly reads Hardware and Metal. The live ones always do, because they realize that there is no other way of keeping right up to the minute on everything connected with the Canadian hardware trade.

The manufacturer who inserted the above advertisement knew that the 12 men who answered it were men who would be likely to study their proposition.

Use the Want Ad. Page.

There are a thousand uses for

FRANCO FLASH LIGHTS

—and Everybody needs one

The demand for flashlights is becoming greater every day—supply that demand with "FRANCO," the complete line of flashlights.

Get ready now for the Fall and holiday trade. By ordering your anticipated supply early you are sure of delivery in plenty of time to catch the early shoppers.

Have you a copy of our catalogue? If not, you should send for one to-day.

Interstate Electric Novelty Co. of Canada
LIMITED
TORONTO 220 King St. West ONTARIO

"I don't know why I ever stopped subscribing to HARDWARE AND METAL," says an ex-hardwareman who has been in the real estate business for the past six years.

"I am thinking of getting back into hardware again, so you may enter my subscription.

"I have always had a warm spot in my heart for HARDWARE AND METAL, because I made a lot of money through it.

"The best deal I ever made was the result of a prediction in HARDWARE AND METAL, that the price of pig-iron would advance shortly.

"I immediately placed a big order for stoves with one of HARDWARE AND METAL'S advertisers, just in time to take advantage of a heavy increase in the price of stoves.

"I could tell you of many other profitable deals that HARDWARE AND METAL helped me to make, but this was the best one."

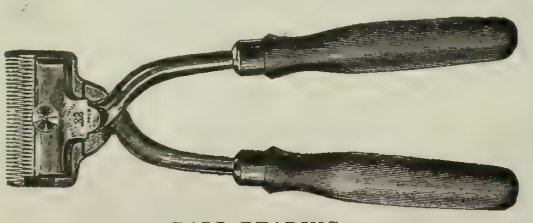
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

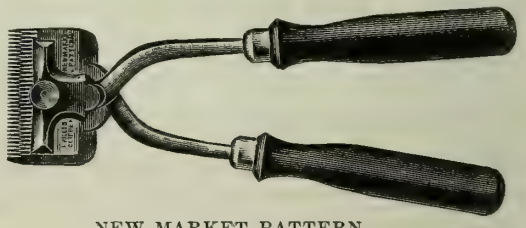
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

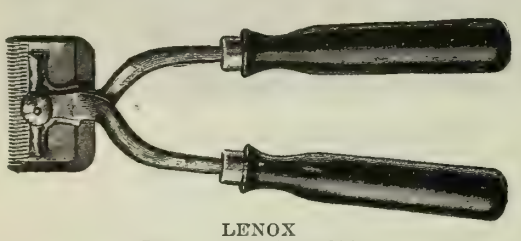
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

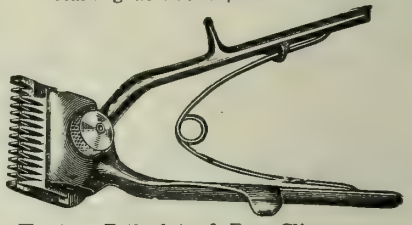


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

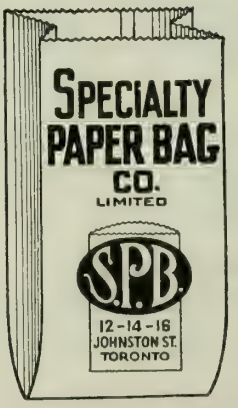
The R. McDougall Company
Limited
GALT, CANADA

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

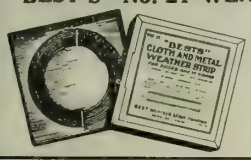
Specialty Paper Bag Co., Ltd.
Department M.
12-14-16 Johnston Street, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

"BEST'S" No. 21 WEATHER STRIP



Double Felt and Zinc.

Write for Samples and Prices

Best Weather Strip Co., Ltd. Hamilton Ont.

Trulite The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.

135 WILLIAM ST. NEW YORK

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite

Quick Service

NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED

NIAGARA

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street, TORONTO

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

Rubber Stamps

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

When writing advertiser kindly mention that you saw his ad. in this paper.

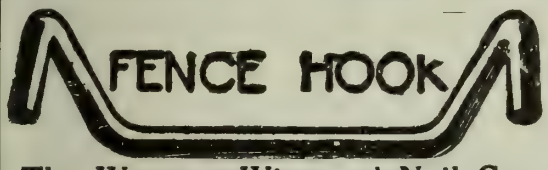
JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. **52 Canada Life Bldg., Montreal.**

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

C. S. TURNER CO.

147 Bannatyne Ave. East, Winnipeg

Manufacturers' Agents

Excellent Storage, Forwarding, and Distributing Facilities.

Hardwaremen, sell your rink a J-&-R Rink Scraper. Cleans off snow and slush in half the time.

Write James & Reid, Perth, Ont., for circular and prices.

IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dry matches may save your life "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for $1.00.

Hyfield Mfg. Co., 48 Franklin St., N.Y.

THE STURDY ASH SIFTER

Best Sifter. Best Price

Collins Manufacturing Company Toronto.

The First Coat for Metal Work

is exceedingly important and it should be such that it will completely protect the surface from elements causing corrosion or rust.

CARTER'S Dry Red Lead

is the highest standard quality and gives a full, heavy bodied mixture that assures absolute protection for every kind of metal construction.

We make Orange Lead and Litharge. Special Red Lead and Litharge for Color, Varnish and Rubber Making. Oxides for Potters and Storage Battery Makers.

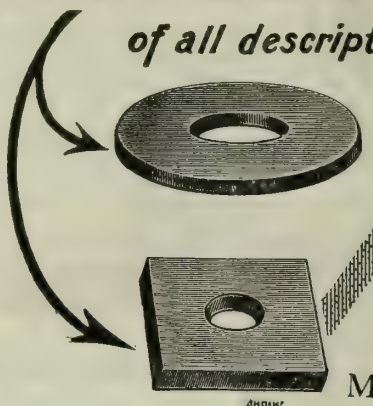
Our products are wholly Canadian made and equal in quality to the best imported goods.

Send a post card for prices.

The Carter White Lead Co.
of Canada, Limited
91 Delorimier Avenue
Montreal

Wrought and Steel Plate WASHERS

of all descriptions



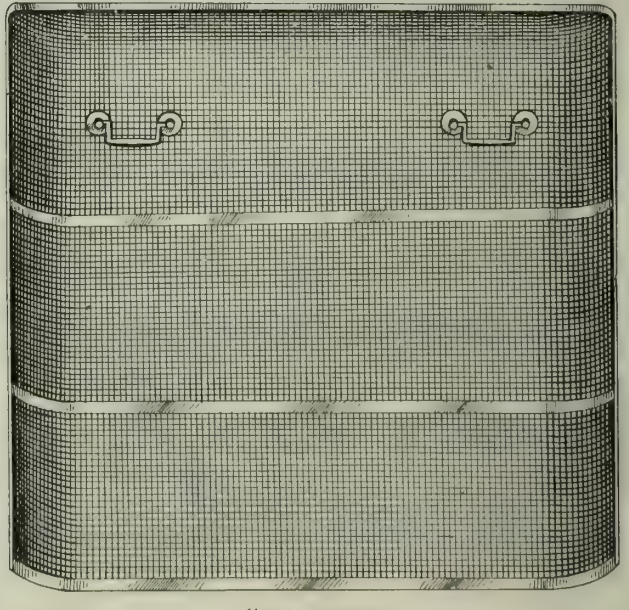
Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton

We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.

If interested, tear out this page and keep with letters to be answered.

Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

PEERLESS ORNAMENTAL FENCING

It's Made of Heavy Open Hearth Steel Wire

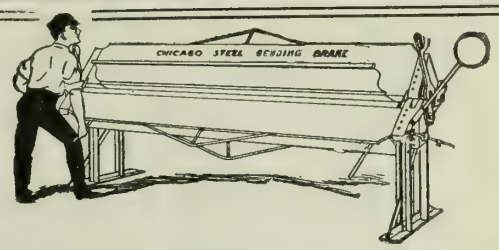
with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

You can sell our fence with a clear conscience and make money, too.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

The Banwell-Hoxie Wire Fence Co., Ltd.

Winnipeg, Man.
Hamilton, Ontario



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROK - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

We are wholesale distributors for the leading makes of general Hardware. These include

IN

CUTLERY

JOS. RODGERS & SONS
WOSTENHOLM'S IXL GRADE

PLATED WARE

COMMUNITY
RELIANCE
R. WALLACE 1835
ROGERS BROS. 1847

TOOLS

STANLEY PLANES
STANLEY TOOLS
BENNET'S FLOOR SCRAPERS
PARKER VISES
REECE'S SCREW PLATES

Send us your mail orders. They will be given every care and will be shipped promptly.

We still have a supply of Skates, Hockey Sticks, Sleigh Bells, Carriage Heaters, Weather Strip, Lanterns, Food Choppers, etc.

Skate Catalogue will be mailed on request.

Caverhill, Learmont & Co.

MONTREAL

If interested, tear out this page and keep with letters to be answered.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

An Extra $5 or $10 Every Week

Quite a bit extra, isn't it? Would you like to have that much coming to you regularly every week, entirely in addition to your weekly pay envelope? Of course you would.

Well now, write us and we will be glad to send you full particulars of our plan—the very same proposition that has proven so successful with hundreds of our representatives. You can read it and apply it right in your own home district. Your spare time is all that's needed. Write us to-day,—next week you'll be earning more money.

The MacLean Publishing Co.,
LIMITED
143-153 University Ave.
TORONTO - CANADA

QUALITY THAT WINS

GOOD QUALITY is one of the greatest features necessary in increasing any commercial enterprise. That's why WE RECOMMEND CROSS PRODUCTS to you, as they possess greater features than combined in any other similar line; embracing QUALITY, DURABILITY, ECONOMY and LASTING SATISFACTION for the customer; and A PERMANENT BUSINESS with liberal profits for the Dealer.

CROSS

TRADE MARK

We solicit your business

CROSS FRENCH FURNITURE POLISH
CROSS FRENCH FLOOR POLISH
CROSS AUTO BODY POLISH
CROSS CREAM METAL POLISH
CROSS CARPET CLEANER

Our line is complete. Made from famous formulae originated centuries ago, during the Artistic Age.

"Canadian Made for Canadian Trade"

CROSS PRODUCTS, LIMITED

56-58 AGNES STREET, TORONTO **PHONE MAIN 5798**

If interested, tear out this page and keep with letters to be answered.

When in need of

Brooms

Brushes

Wrapping Papers

Twines COTTON JUTE HEMP

or

Grocers' Specialties

Ask us.

WALTER WOODS & CO.

HAMILTON and WINNIPEG

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

WIRE

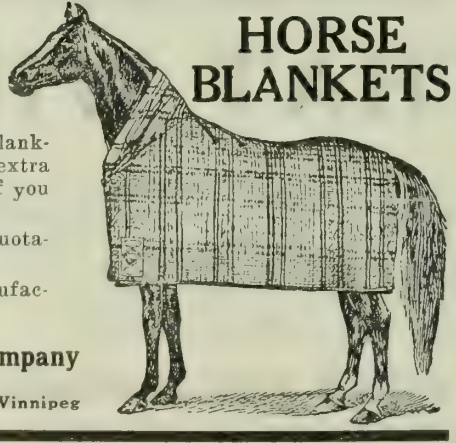
Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

HORSE BLANKETS



ALWAYS, at the beginning of cold weather, there is a great demand for horse blankets. Which means extra business for you—if you have the blankets.

Write to us for quotations.

We are large manufacturers.

Samuel Trees & Company
Limited

Whitby, Toronto, Winnipeg

MR. CLERK

YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it bringing you any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day**.

The MacLean Publishing Co.

Dept. C.G. 143-153 University Ave.

Toronto Canada

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

OVAL AND ROUND TOPS

for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES

for Dentifrice, Soap Tablets, etc.

FERRULES

for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS

in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) **Edmonton, London, N.**

If interested, tear out this page and keep with letters to be answered.

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,
SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

For sale by Leading Wholesale Houses.

Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

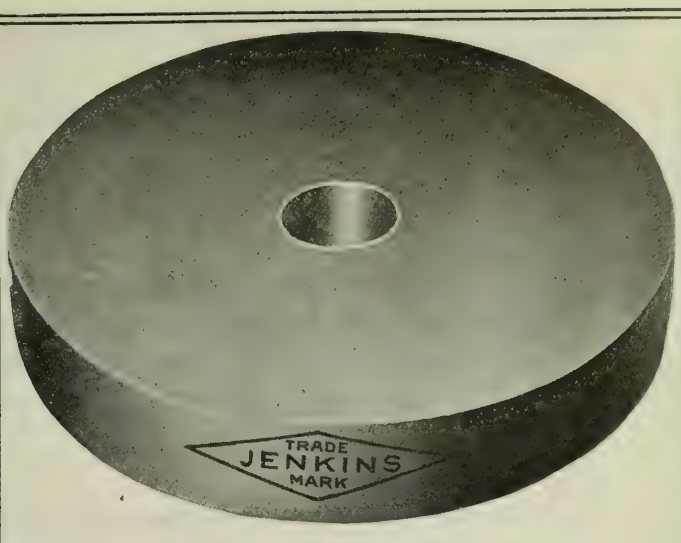
Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.,
TORONTO



JENKINS BROS.' PUMP VALVES

proved best and cheapest because of their long leakless service.

They are scientifically compounded from pure rubber and other ingredients to meet the imposed conditions exactly.

Whether your pumps are operating against a low or an extreme head in handling cold, warm or hot water, brine, naphtha, acids, ammonia, gritty water or other fluids, we can furnish the right Jenkins Bros.' Pump Valves to give the most economical duty possible.

Thousands upon thousands are daily proving their ability to stand up under all demands in the leading power and pumping plants in the country.

When ordering state diameter, thickness and size of hole in addition to head pumped against, the kind and maximum temperature of the fluid to be handled.

Write for No. 8 Jenkins Bros.' Catalog.

JENKINS BROS.

LIMITED

103 St. Remi Street, Montreal

The Past Year

has been an important one in the annals of MacLean's Magazine. It has witnessed the addition to the list of contributors of MacLean's of practically all the best Canadian authors — Sir Gilbert Parker, Stephen Leacock, Arthur Stringer, Robt. W. Service, Agnes C. Laut, Arthur E. McFarlane, Nellie L. McClung, Peter McArthur, Alan Sullivan, L. M. Montgomery and many others.

The year 1916 has witnessed the building up of MacLean's to standards of excellence which previously had seemed unattainable for a Canadian periodical. This has been in every sense of the word a remarkable achievement.

Bright Prospects for the Future

But, the coming year will see even greater strides forward. Plans are under way for securing bigger and better features than ever before. The support of Canadian-born star writers will be even more in evidence than during the past year

As an evidence of the big things that are coming, glance over the contents of the January issue. The main feature will be the start of a new serial story by Sir Gilbert Parker, "Jordan is a Hard Road." This is a Canadian story, and will have an especial appeal for every magazine reader in the Dominion.

An outstanding feature also will be "In Dry Toronto," by Stephen Leacock. It is unquestionably one of the funniest sketches that the famous Professor-Humorist has ever turned out. It tells what a Montreal man found on his arrival in the Ontario capital shortly after prohibition had gone into effect. It is one long and hearty laugh from start to finish. Then there is an article on the suddenly revived shipbuilding history of Canada, by W. A. Craick—the story of an industrial romance. B. D. Thornley presents a wonderfully graphic picture of a part of Canada that few Canadians know anything about. This article is illustrated by especially fine photographs. Agnes C. Laut contributes a powerful article on "Paying for Present Prosperity." Main Johnson tells the story of his trip to the Western Front with the party headed with N. W. Rowell, leader of the opposition in Ontario. And then there are short stories by Alan Sullivan, A. C. Allenson, H. M. Tandy and Peter McArthur.

It is the avowed intention of the editors of MacLean's to make each issue this year better than the one that preceded it. It may seem difficult to surpass the unusual array of features presented next month, but nevertheless the editorial plans call for new features that will make this ambition possible.

A Feature of 1917

will be the publication complete in one issue of short length novelettes of Canadian life by well-known Canadian writers. The first of these will be a war story, "Danton of the Fleet," by A. C. Allenson.

Who is Your Customer?

THE finding, holding and multiplying of customers is your great business—probably your great problem. There's no royal road—no priceless route—to them. The plain way to find, interest and persuade them is the well-traveled way, the way of Public Advertising.

But the ideal medium—what is it?

If you are seeking a single medium of potency, of prestige, of sufficient circulation, you will find it in

MACLEAN'S MAGAZINE

You know of this magazine, but do you know it through use?

It can't do everything, but it can do much. It can make your product, commodity or service known nationally—and this at small cost per annum.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

FORGETTING

One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

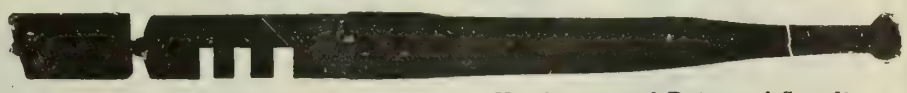
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

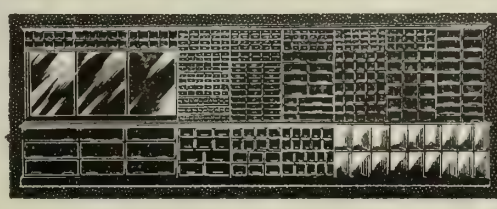
The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Limited
Toronto, Canada

THEY SELL STEADILY

MENDETS
A PATENT PATCH

And every sale adds something to your income. Also, they render a real service to your customers.

Mendents mend leaky vessels, rubber bags, tires, without rivets or solder.

Are you selling them? Counter Display Containers furnished free.

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Collette Mfg. Company, Collingwood, Ont., Canada

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Style "A"

Made only by

Cummer-Dowswell, Limited

Hamilton, Ontario

Your Money Is Your Own

You may save it, or you may use it to make more money. And we want to tell you plainly that in the 300 working days of every year you can make lots of money by saving it—SAVING THE WRONG CHANGE THAT MAY BE GIVEN OUT EVERY DAY. We've thought much about this matter—more than you have, and we know something about money-changing that you should know. One 4-page circular is yours for the asking. Send for it, please, to-day.

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97 Ontario St., Toronto, Canada

EVERY month in MacLean's Magazine, and nowhere else will you find the best work of the best Canadian writers.

In MacLean's Magazine, and in no other Canadian publication will you find a synopsis of the best work of the world's best writers every month.

It is different from any other magazine.

Sample on request.

The MacLean Publishing Co., Limited
143-153 University Avenue - Toronto, Canada

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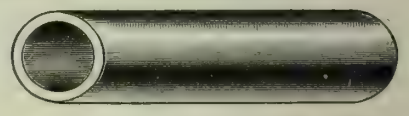
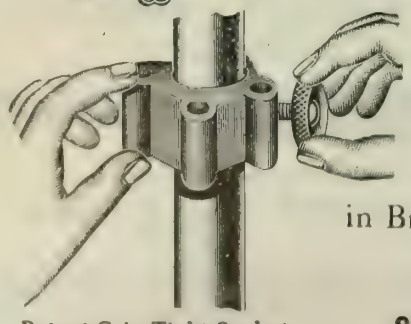
WILLIAMS BROS. & PIGGOTT, LTD.
Small Heath, BIRMINGHAM





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Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, German Silver, and other Metals.

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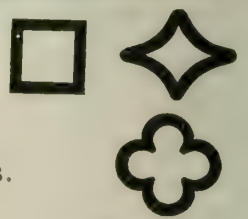

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SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.

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Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

Arctic **Metal**

FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

Every Pound Guaranteed.

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Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

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PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

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IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

FORGETTING

One of the things we all do well is to **forget.** **Names** that were household worlds yesterday are gone to-day. Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

If interested, tear out this page and keep with letters to be answered.

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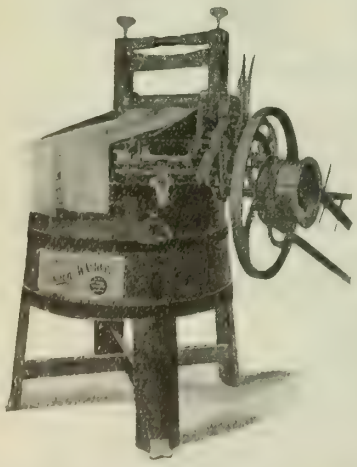
The "LONDON" No. 4 Family Power Washer



The London No. 4 Family Power Washing Machine, operates by Gasoline Engine. Built like the "London" No. 3 Electric. Instead of motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

This machine is a marvel for convenience and efficiency and its price is *low.*

Investigate now.

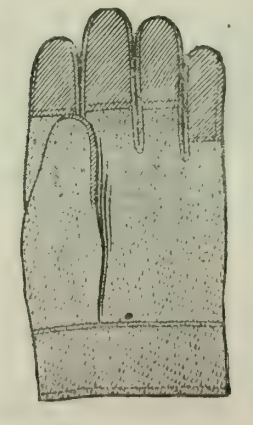
The London Foundry Co., Ltd.

London, Ontario

They sell from January to December

It amazes many a dealer the way these Cotton Gloves of ours sell. Never any trouble to sell them—the gloves are their own salesman. And the repeat orders are so constant, so sure, that the aggregate profit, **without effort,** in a year is entirely pleasing.

TAPATCO REGISTERED BRAND TRADE MARK **COTTON GLOVES**



are utility Gloves—made for business—yet made attractively.

TAPATCO Cotton Gloves are made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

We also make a leatherette faced glove that is a winner. Get a sample of it.

You probably know these gloves well but give them a good show!

Order from your jobber.

The American Pad & Textile Co.

CHATHAM, ONTARIO

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

LET JOHN NEW, 154 BAY STREET, TORONTO, sell your business. (4)

HARDWARE STOCK AND FIXTURES FOR sale in a Western Ontario city. Stock is clean and well assorted, and will be sold at a rate on the dollar for a quick sale. Box 416, Hardware and Metal.

PAPER BALERS

THERE IS MONEY IN USING AND SELLING the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SALESMEN WANTED

WANTED — AN ALERT TRAVELLING salesman to cover Eastern Ontario, Quebec and the Maritime Provinces, calling on the Hardware and Furniture trade. Must be capable of speaking French. State age, experience and salary expected. Box 413.

FIRST-CLASS SALESMAN WANTED AT once. Must be good window dresser. The Hymmen Company, Limited, Kitchener, Ont.

WANTED — EXPERIENCED HARDWARE clerk; must report immediately. State age and salary expected, giving reference. Plummer-Ferguson Hardware Co., Sault Ste Marie, Ont.

MISCELLANEOUS

SAVE MONEY ON YOUR GLASS SCRAP. We need pieces 4 x 6, at reasonable prices. For particulars apply to Courchesne & Chaput, Joliette, Quebec.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

MR. HARDWARE DEALER—YOU CANnot recommend any ash sifter with the talking points that the Burrowes Patent Dust-Proof Rocker Ash Sifter has. What other sifter has a closed scuttle, double rims, easy rocker motion, etc.? You ought to sell this sifter because of its merit. The Burrowes Mfg. Co., 607 King St. W., Toronto. (50)

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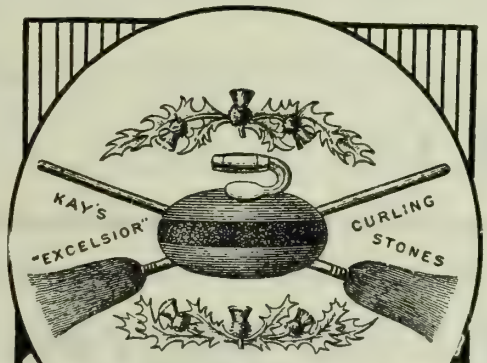
WE ARE THE MOST UP-TO-DATE SIGN and show card firm in Canada. W. H. Stevenson, Stevenson Building, Toronto.

WANTED

WANTED — CHICAGO STEEL BRAKE, eight-foot, second-hand, also second-hand Brown-Boggs circular shears, 2¼ to 19". A. Spratt & Sons, Inglewood, Ont. (26)

WANTED, IMMEDIATELY, FIRST-CLASS, all-round plumber and tinsmith. Married man preferred. Steady work and best wages for right man. Apply to McKinley Hardware Co., Parry Sound.



"KAY'S EXCELSIOR" Curling Stones

Run perfectly from the very start. No working down with emery necessary.

We carry a full line, in assorted weights, 36 to 45 lbs. to the stone, exclusive of the handle.

Also Handles, Grips, Fancy Washers, Brooms, Boxes.

Also Builders' Supplies.

Walter Belyea

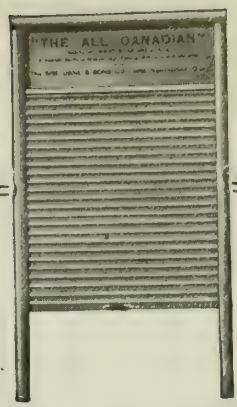
Successor to the late

THOMAS BLACK

WINNIPEG

DON'T STOP ADVERTISING.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."



COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a BETTER profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board

NEWMARKET, ONT.

ESTABLISHED 1849.

BRADSTREET'S

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Victoria,, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO

A want ad. in this paper will bring replies from all parts of Canada.

When their lives depend upon their rifle, men use the Ross .280 High Velocity

The Ross .280 is the natural successor to the finest European imported rifles. Its low trajectory, great destructive power and remarkable accuracy make it a necessary adjunct to a successful hunt.

The Ross .303 Sporting Models are also most popular. They are made with the same action and take the same cartridge as the military weapon. They are very accurate and well finished rifles.

In ordering do not forget the Ross .22 Cadet Rifle. It is the easiest seller of them all, and each sale of a Ross Rifle means a satisfied customer.

A-4-16

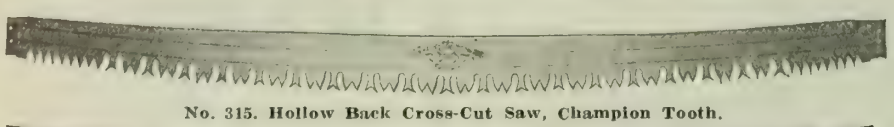
For Catalogue, Discounts, etc., address

ROSS RIFLE CO. ∴ ∴ QUEBEC

You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws

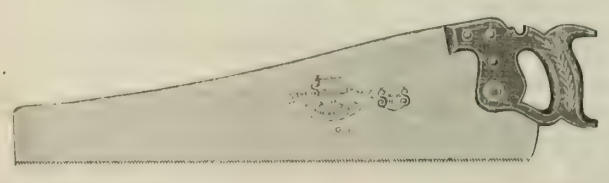
No. 13. Full Width Cross-Cut Saw.

No. 22. Full Width Cross-Cut Saw.



No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.

No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.



YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

If interested, tear out this page and keep with letters to be answered.

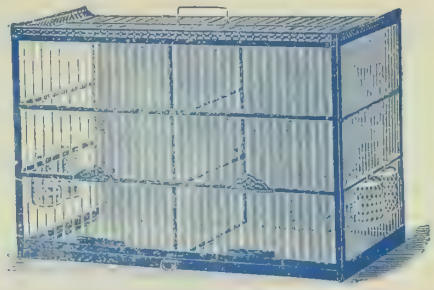
"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

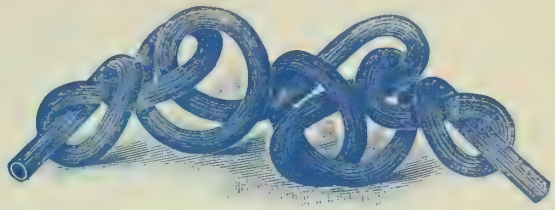
No. 88 Japanned, 17¼ in. long, 8¾ in. wide, 13¾ in. high.
No. 86 Jappaned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 22 Japanned, 24½ in. long, 12¼ in. wide, 16¾ in. high.
No. 113 Japanned 26¾ in. long, 10 in. wide, 13⅞ in. high.



The Andrew B. Hendryx Company
NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

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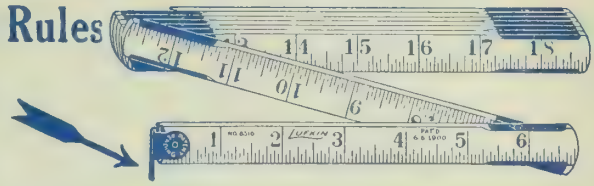
LUFKIN Spring Joint Wood Rules

WITH FOLDING HOOK

ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS



Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

TINKER TOM'S TALKS.

Talk Number Eighty-Three

THE GOLDEN RULE OF THREE.

Three things to be: PURE, JUST and HONEST.
For the next few weeks we are going to enumerate some good "THREES"—watch for them. They may help along the line of these NEW YEAR'S resolutions.

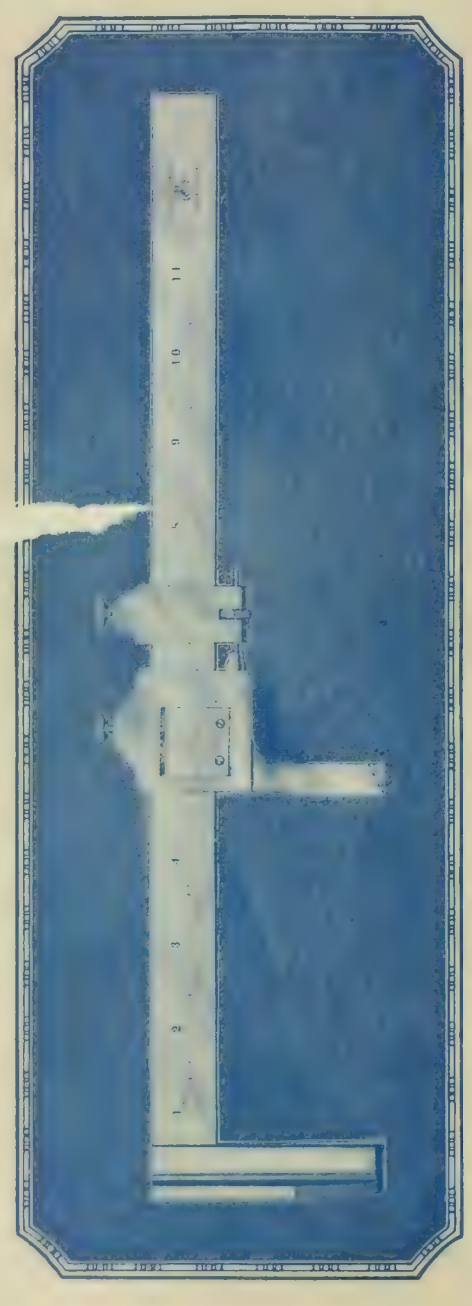
TINKER TOM.

Look for Talk No. 84 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

The L.S. Starrett Company

The World's Greatest Toolmakers



Athol, Mass.

announce the new

TRADE MARK

Starrett

REG. U.S. PAT. OFF.

Vernier Height Gage

To provide a height gage of widest utility and superlative finish was our goal — and we achieved it.

It is not possible by any known process to produce a more perfect jewel of the toolmaker's art than this new height gage. The graduations are clean, fine and dainty, and permit close accuracy with vernier readings. The finish is a delight both to the expert and the novice. With the attachment for special jig work this gage has the widest range of usefulness.

Every toolroom should have it — every toolmaker needs one—no school shop is complete without it.

Let us send you our new catalog No. 21-MA, describing it in detail.

42588

HARDWARE AND METAL

Vol. XXIX
No. 2

PUBLISHED EVERY SATURDAY SINCE 1888

Jan. 13
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

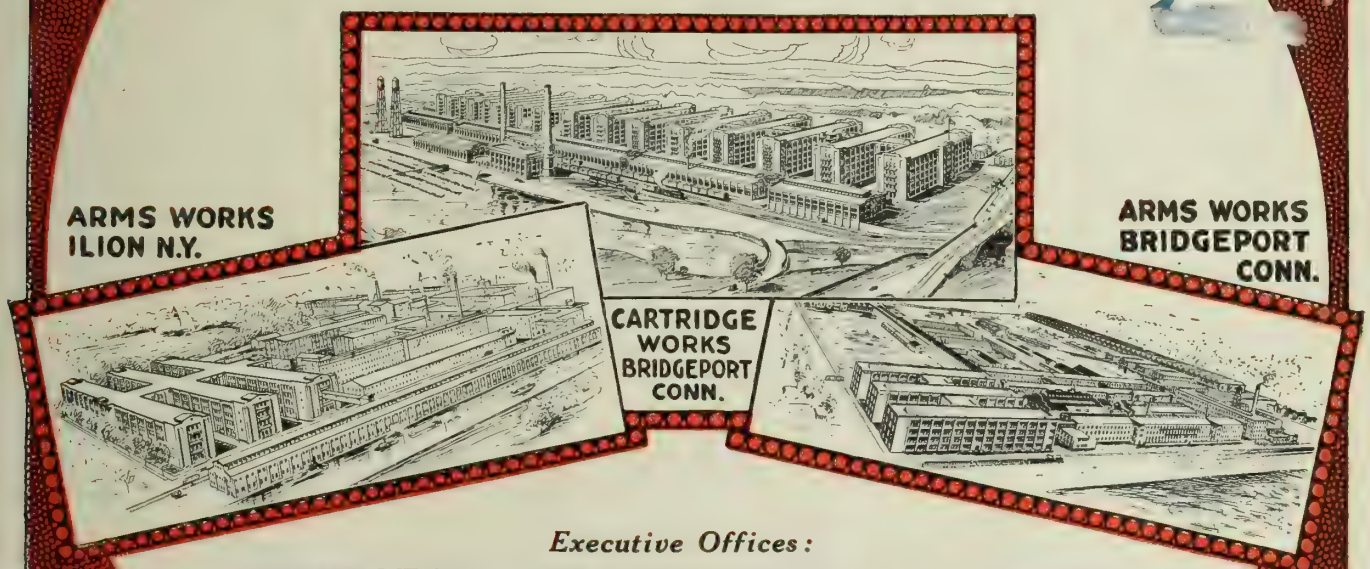
PUBLICATION OFFICE: TORONTO, CANADA

REMINGTON UMC

REMINGTON UMC

The Largest Manufacturers of Fire Arms in the World

The
Remington Arms Union Metallic Cartridge Co., Inc.



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Windsor, Ontario

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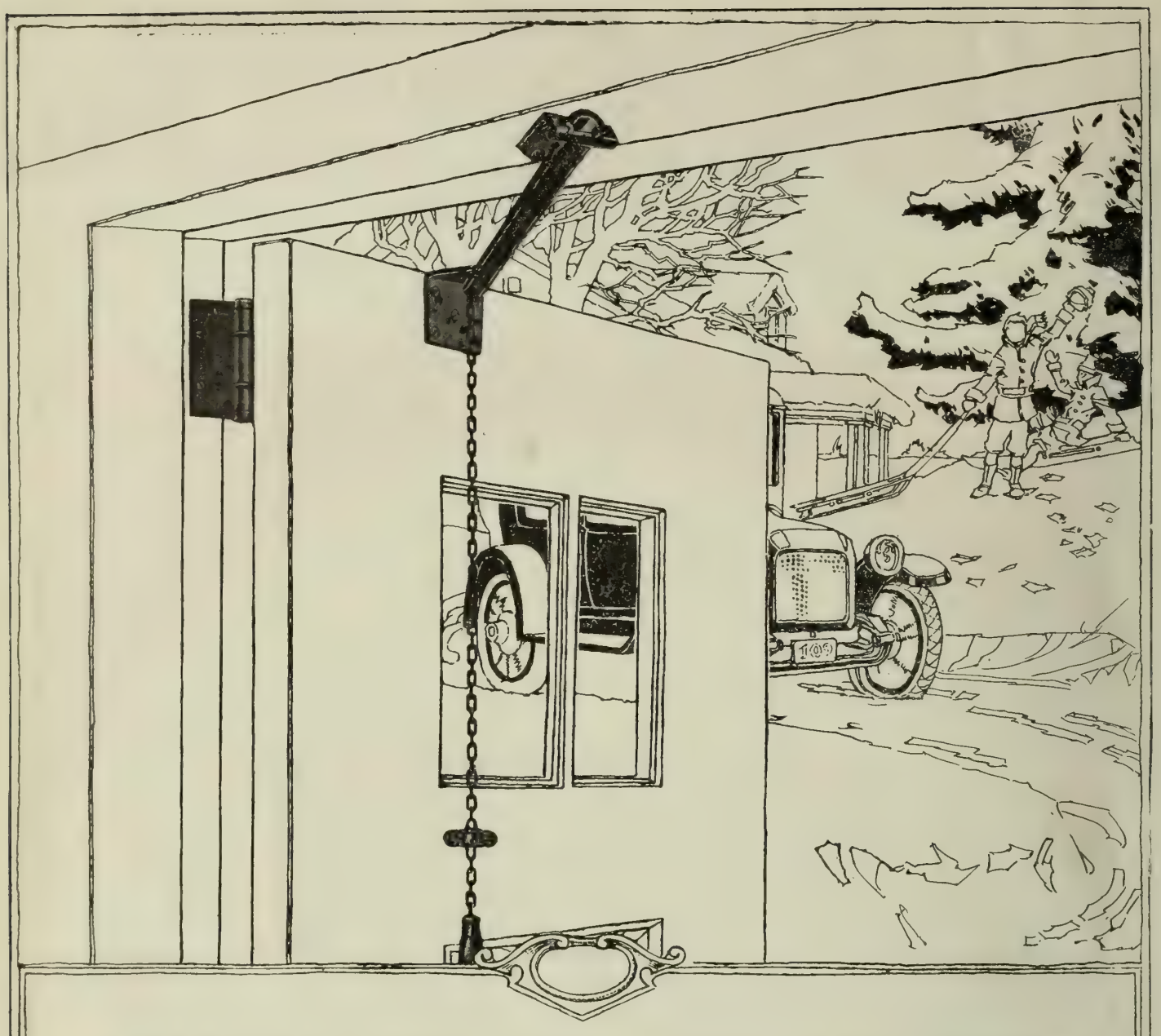


ANY wind is an "ill wind" if the garage doors are not held securely open while the car goes in or out. The Stanley Garage Door Holder 1774 **locks** the doors in place when they are thrown open, making it impossible for them to slam against the automobile.

Stanley Garage Hardware

insures doors that close snugly, leaving no cracks for wintry winds and dampness to penetrate.

A GOOD many garages will soon be built to accommodate the cars bought this winter by your customers, and you should overlook no opportunity to supply Stanley Garage Hardware. The profits on a few orders from garage builders would be a splendid start for your 1917 business. Better look over your stock to-day and order at once.

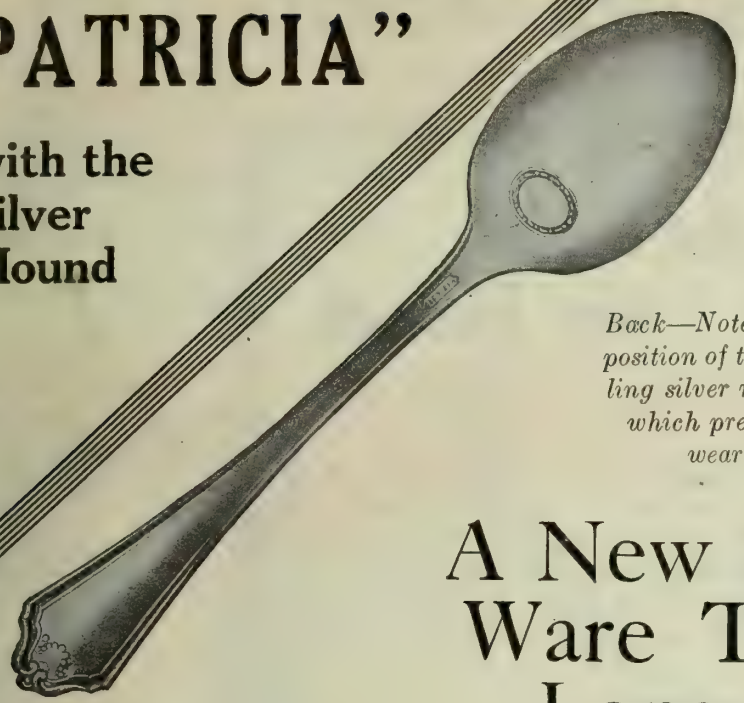
A request addressed to the Service Department of the Stanley Works will bring you the Stanley Garage Hardware Book "R12," also information about the sales helps that will be furnished you.

The Stanley Works, New Britain, Conn., U.S.A.

Canadian Representatives: A. Macfarlane & Co., Corristine Building, Montreal

The "PATRICIA"

with the Silver Mound



Back—Note the position of the sterling silver mound, which prevents wear.

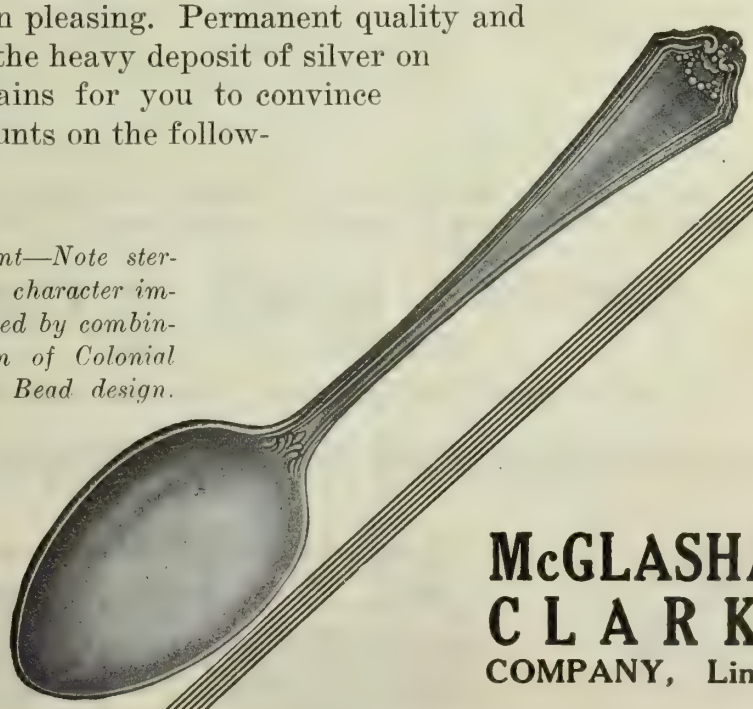
A New Low-Priced Ware That Gives Long Service

Perhaps you are still hesitating about our latest production. Here is our assurance once more that the "Patricia" line offers a really saleable ware at a moderate price. The service value of the sterling silver mound on back of all spoons and forks is indisputable.

The design is beyond question pleasing. Permanent quality and durability are obtained from the heavy deposit of silver on an 18% nickel base. It remains for you to convince yourself, by writing for discounts on the following:

1 Doz. Tea Spoons	$4.75
1 Doz. Dessert Spoons	8.50
1 Doz. Table Spoons	9.50
1 Doz. Dessert Forks	8.50
1 Doz. Medium Forks	9.50
1 only Sugar Shell	.75
1 only Butter Knife	.90
1 only Berry Spoon	2.00
1 only Meat Fork	1.25
1 Doz. Dessert Knives	7.50
1 Doz. Medium Knives	8.00

Front—Note sterling character imparted by combination of Colonial and Bead design.



McGLASHAN CLARKE COMPANY, Limited

Niagara Falls - Ontario

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL HOME NEEDS

The Hours for Housework are Long Enough

Without adding to their drudgery by doing the work in an old-fashioned and inconvenient way.

Women nowadays are seeking every possible means to release themselves from the long hours and unnecessary toil of other years. They realize it need not necessarily be that "a woman's work is never done," for with proper utensils such as should appear in every home kitchen, that which was formerly work becomes a pleasure and much valuable time is saved for other pursuits.

UNIVERSAL

The service performed by the Universal bread maker, food chopper, or coffee percolator requires no stretch of the imagination for the housewife to grasp. Their superior action and patented features are points she is fully able to appreciate.

The Universal Churn has many other uses besides that of making butter.

Universal Vacuum products have everywhere been welcomed with a full appreciation of their many uses.

Universal Casseroles and other nickelware have an unusually artistic as well as practical appeal.

Universal Electric Home Needs are especially noted for their exceptional convenience and economy in operation.

Be sure that every woman realizes the importance of the Universal trade-mark stamped on every utensil.

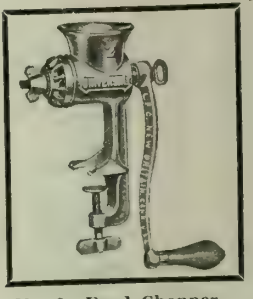
LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

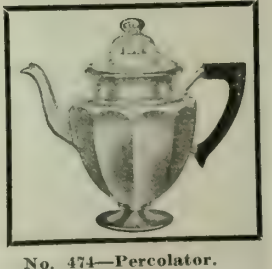
A. MacFarlane & Son, Montreal, ***Canadian Representatives***

No. 92—Vacuum Bottle.

No. 25 Butter Churn.

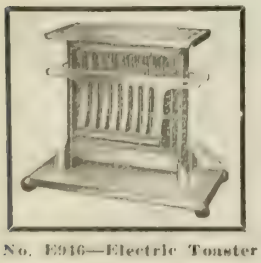


No. 2—Food Chopper.



No. 474—Percolator.

No. 4—Bread Maker.



No. E916—Electric Toaster

No. 311801N—Relish Dish.

No. 75228—Oval Casserole.

If interested, tear out this page and keep with letters to be answered.

Prices in force in 1916 look very cheap compared to what they are to-day.

From
HARDWARE AND METAL

Ready Roofing.—A general advance in all lines of ready roofing is expected shortly, one manufacturer having already raised prices. The situation in the trade is abnormal owing to conditions prevailing in the rag markets. In normal times large quantities of rags are imported into Canada from Europe for making ready roofing. On account of the war this source of supply has been cut off, resulting in a serious shortage of rags, and consequently high prices. This shortage is unprecedented, and is seriously affecting the roofing business.

March 11, 1916.

The weight of Lewisite Roofing is 40, 50 and 60 lbs. per square for 1, 2, 3 ply respectively.

This is 5 lbs. heavier than any other brand of prepared roofing sold in Canada.

LEWISITE

is made from pure Wool, Felt and Trinidad Asphalt and this is all you pay for.

Many brands sell at much higher prices.

None are better and all are lighter in weight.

Wool Felt from which this Roofing is made has advanced 200%. Our prices are low by comparison. Correspondence solicited.

LEWIS BROS., LIMITED,
MONTREAL

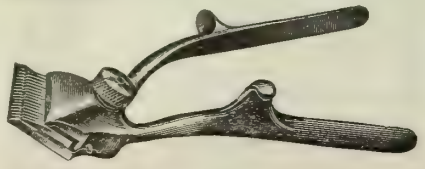
EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

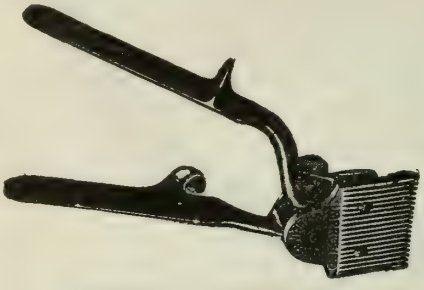
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.

No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25

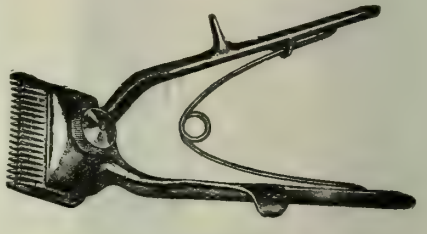
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

LOADING GRINDSTONES

Increase Your Sales
with
CLEVELAND GRINDSTONES

They sell as easily as they grind.

Best service can be secured by the use of tools of proven quality.

The slogan of

"CLEVELAND GRINDSTONES"
"QUALITY"

THE ONLY MANUFACTURERS OF GENUINE BEREA AND HURON GRINDSTONES. GUARANTEED EVEN GRIT. Will do several times the work a cheap grindstone will. When a user finds out what a CLEVELAND GRINDSTONE will do, no other brand will satisfy. ASK YOUR JOBBER.

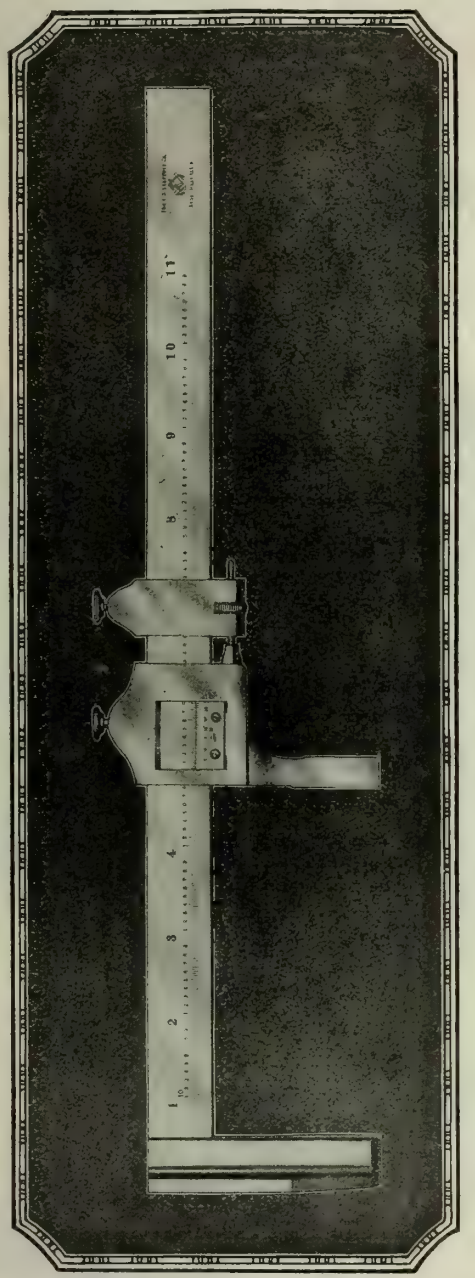
THE CLEVELAND STONE COMPANY

Leader-News Building - - CLEVELAND, OHIO

If interested, tear out this page and keep with letters to be answered.

The L.S. Starrett Company

The World's Greatest Toolmakers



Athol, Mass.

announce the new

TRADE MARK

Starrett

REG. U.S. PAT. OFF.

Vernier Height Gage

To provide a height gage of widest utility and superlative finish was our goal — and we achieved it.

It is not possible by any known process to produce a more perfect jewel of the toolmaker's art than this new height gage. The graduations are clean, fine and dainty, and permit close accuracy with vernier readings. The finish is a delight both to the expert and the novice. With the attachment for special jig work this gage has the widest range of usefulness.

Every toolroom should have it — every toolmaker needs one—no school shop is complete without it.

Let us send you our new catalog No. 21-MA, describing it in detail.

42 588

If interested, tear out this page and keep with letters to be answered.

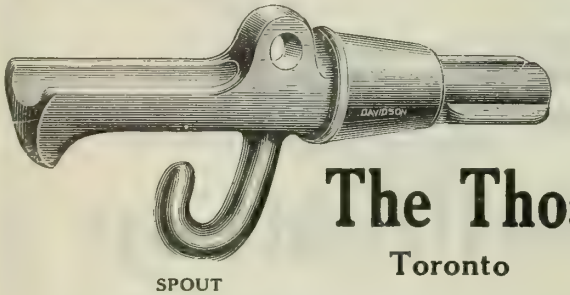
STRAIGHT PATTERN

FLARING PATTERN

Sap Pails and Spouts

Your customers will soon need these goods and may be asking for them any time now.

If you have not placed your order, and require either Spouts or Pails, we can ship you any quantity promptly.



SPOUT

Sap Pails

made in all sizes.

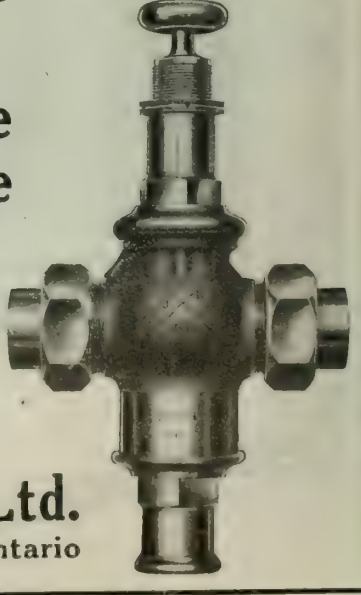
The Thos. Davidson Mfg. Co., Ltd.

Toronto MONTREAL Winnipeg

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve



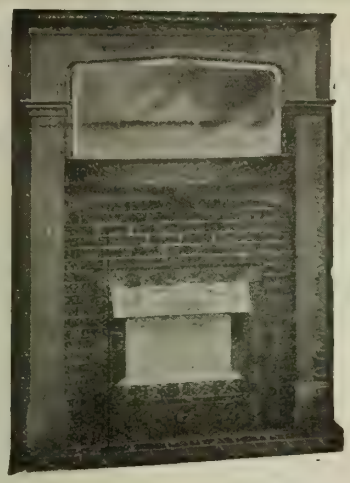
will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - - - Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

THE BABBITT METAL THAT'S AT THE FRONT IN EFFICIENCY AND ECONOMY

Harris Heavy Pressure

"The Babbitt Metal Without a Fault," is guaranteed to give EXCELLENT SERVICE.

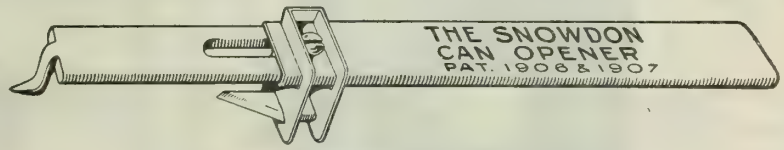
We also manufacture Lead Pipe, Solder, Sheet Lead and Everything for the Plumber.

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory, TORONTO, Fraser Ave.

Branch Factories

HAMILTON MONTREAL WINNIPEG VANCOUVER



A Durable, Convenient, Clean Cut, Safety

CAN OPENER

That sells on sight. An absolutely necessary article to every family or individual. List price, $10.00 per gross. Liberal discounts, according to quantity. This is a profitable opportunity.

MONARCH ELECTRIC COMPANY, LIMITED

St. Lambert, P.Q.

DISTRICT MONTREAL

No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....Pair in a Box		SC 900
Light Tee Hinges ..... " " "		SC 904
Heavy Strap Hinges .... " " "		SC 209
Heavy Tee Hinges ..... " " "		SC 609
Corrugated Strap Hinges " " "		SC 935
Corrugated Tee Hinges.. " " "		SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Style "A"

Made only by

Cummer-Dowswell, Limited
Hamilton, Ontario

The White Mop Wringers

Because of their wonderfully quick turnover the White Mop Wringers are one of the most profitable commodities any dealer can sell. Their ease of operation and general desirability make a quick and strong appeal to the consumer.

They are virtually self-sellers. They are made of hard Maple or Birch wood and the best malleable iron. They fit on any pail and wring the Mop perfectly.

They are often used as Fruit and Vegetable presses with good results.

White Mop Wringer Company
Fultonville, N.Y.

If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

Said the Superintendent to the Purchasing Agent:

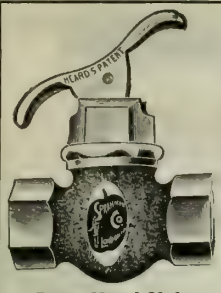
The "Famous Five" files, Fred, are sharp and hard and do lots of work, and if we discard them as soon as they cease to be efficient, as the maker suggests, we will get the best results. The firm that is manufacturing and selling 60,000,000 files a year must know how to use them to the best advantage.

Good advice that, to buyer and to retailer. So specify "Famous Five" when next you order.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

If interested, tear out this page and keep with letters to be answered.



Brass Hand-Valve

A Paying Side-Line for Hardware Merchants

Hundreds of hardware stores sold Spramotors and spraying accessories to their customers last year and made a good profit.

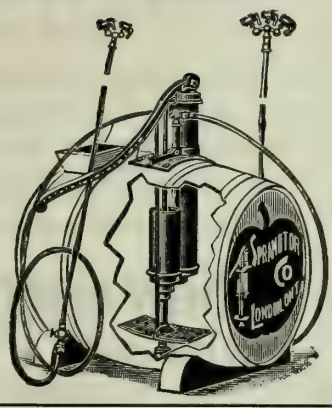
Spramotor

It isn't a SPRAMOTOR unless we made it

We make a sprayer for every purpose, hand, horse-power and gasoline, also standardized accessories for every spraying need.

Made in Canada
No duty to pay.

The spramotor is the recognized standard of excellence—it is widely advertised and greatly in demand. Share in the business and in the profits. Write to-day for details of our proposition.



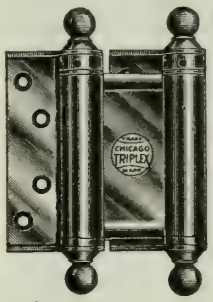
SPRAMOTORS LTD.
3121 King Street, London, Canada and 3201 Erie St., Buffalo, N.Y.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

TINNERS, ATTENTION!

LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

THE BROWN, BOGGS CO., LIMITED

HAMILTON, CANADA

Montreal Agent: **W. L. HALDIMAND, Jr.**

Western Agents: **BISSETT & WEBB, Winnipeg.**

British Columbia Agents: **E. A. EARL & CO., Vancouver**

If interested, tear out this page and keep with letters to be answered.

Cleans Without Injuring

Sani-Flush cleans water-closet bowls by chemical action but has no bad effect on the bowl or plumbing.

We have made careful tests and know positively that ***Sani-Flush*** could be used every day for fifty years in a porcelain water-closet bowl and not injure it in the least.

The only action of ***Sani-Flush*** on the connections is to keep them free from incrustation.

Sani-Flush

You can recommend ***Sani-Flush*** to your customers and be sure that it will clean their water-closet bowls quickly and easily without harm to the bowl or plumbing.

HAROLD F. RITCHIE & COMPANY, LIMITED
10-12-14 McCaul Street - TORONTO, ONT.

FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

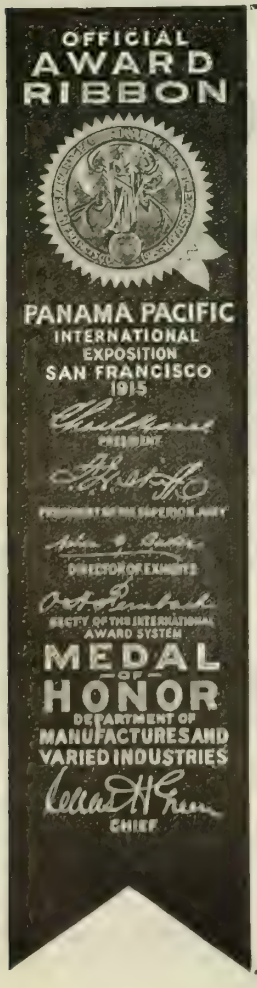
It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Established Since 1835.



TRIMO TOOLS

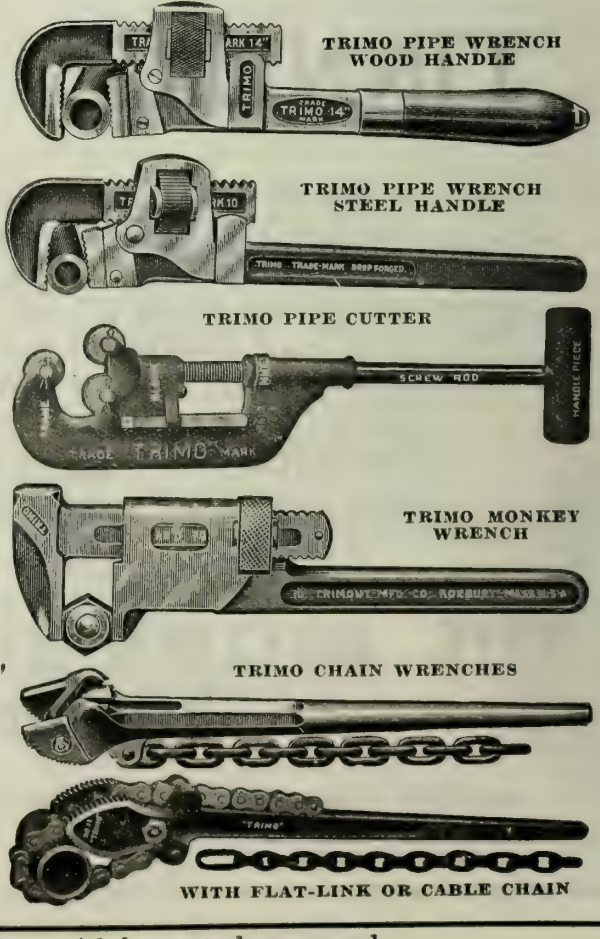
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.

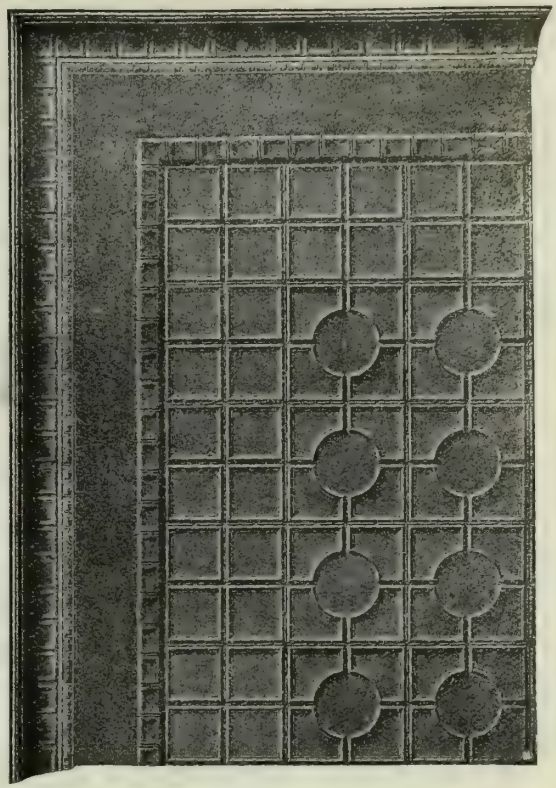


If interested, tear out this page and keep with letters to be answered.

Let Us Help You Make More Money

Make use of "M-R Co." service. Don't jump at conclusions and say you can't make money out of

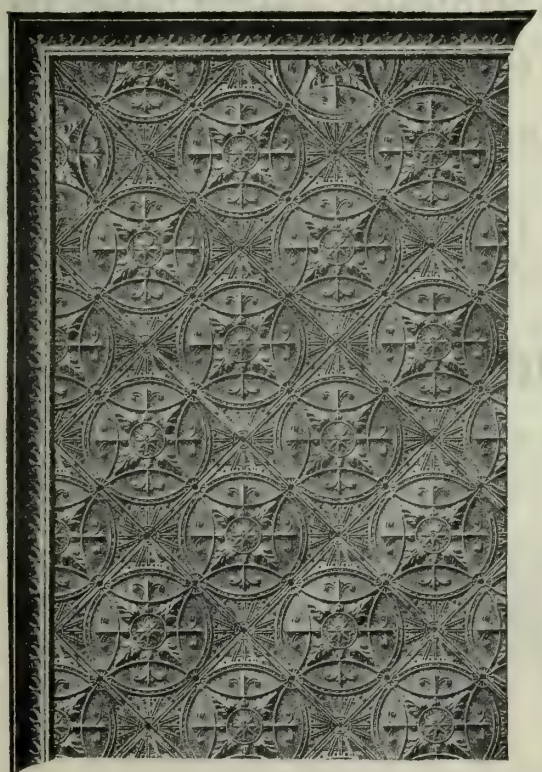
METALLIC CEILINGS



Conditions are constantly changing. What was true yesterday may not be true to-day. At present there's a growing demand for good metallic ceilings—cash in on it.

We Will Give You Special Help

We have a staff of experts who know from actual experience the most successful methods for contractors to use in handling Metallic Ceilings.



Who knows—the help which they will gladly give you may lead to a profitable addition to your business this year.

Ask Them to Show You

There's a lot of Metallic Ceiling business in your territory and they can help you get it. Any of our customers will tell you we always give them a square deal—prices they can make a profit on, material they can rely on, up-to-the-minute designs they can sell with ease.

Let us send you our full proposition, printed selling helps, etc. They'll make a hit with you. Write to-day.

The Metallic Roofing Co. of Canada, Limited

MANUFACTURERS

TORONTO WINNIPEG

If interested, tear out this page and keep with letters to be answered.

—this deep-cleaning machine

not only picks up all dirt, litter and threads, but also all fine dust, moth eggs, and disease germs right out of rugs, wall coverings, upholsteries and tapestries.

OHIO SUCTION CLEANER

is a proven efficient vacuum cleaner.

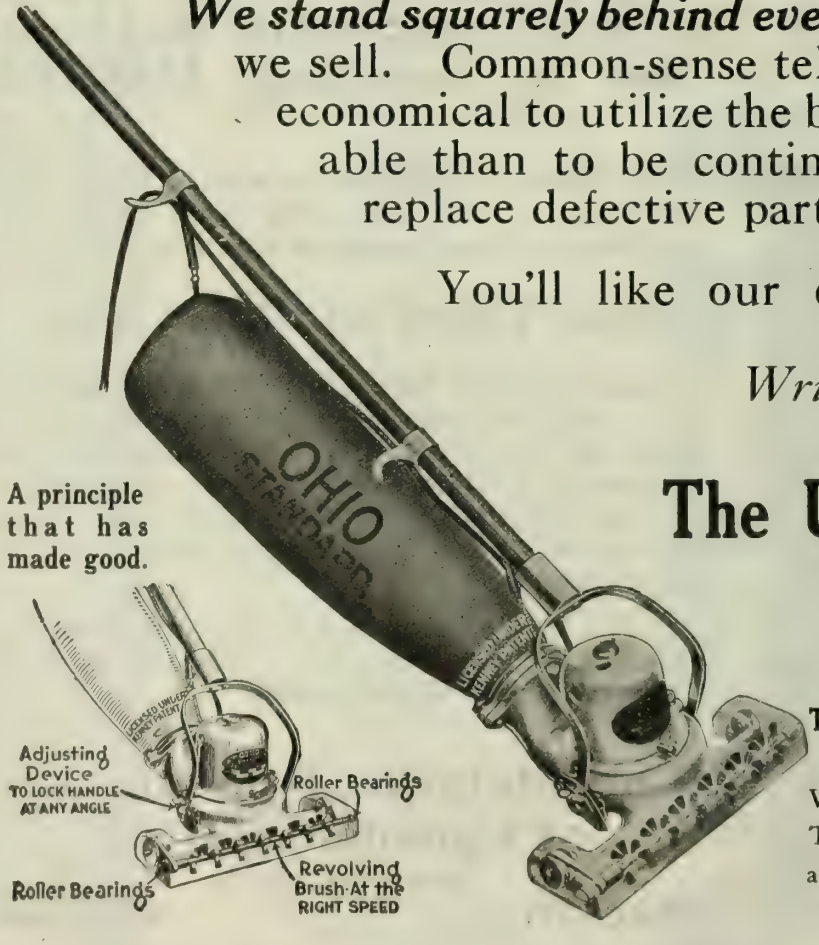
We have standardized the OHIO by eliminating all the non-essentials and incorporating all the essentials. Everything has been adopted that has been found practical by experience in the hands of our customers.

It is your desire to offer the best vacuum cleaner that can be manufactured. Fulfill that desire by selling the "OHIO".

We stand squarely behind every "OHIO" machine we sell. Common-sense tells us that it is more economical to utilize the best materials obtainable than to be continually called upon to replace defective parts.

You'll like our dealer's proposition.

Write us for it.



A principle that has made good.

The United Electric Company

Canton, Ohio, U.S.A.

TORONTO, 159 Richmond St. West

We also manufacture and sell the famous Tuec Stationary Cleaners, more of which are installed than all other types combined.

If interested, tear out this page and keep with letters to be answered.

AT LAST
WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

Every Day Is Pay Day

THAT'S right—every day you work **our plan**, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

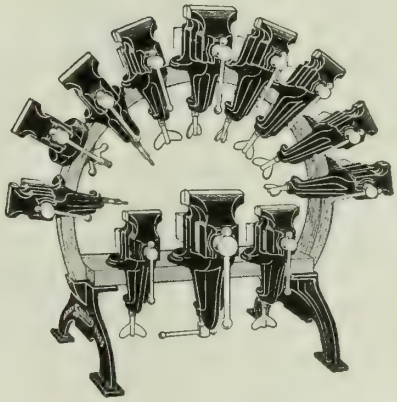
We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you **are** and are willing to exchange **your spare time**, representing our publications, **we will** show you how that same spare time, properly used, **will produce** for you as much **cash** as your regular income.

Does this interest you, if so write us TO-DAY and we will tell you all about it.

The MacLean Publishing Co.
LIMITED
143-153 University Avenue, Toronto, Ont.

Stanley Tools



"JERSEY" VISES
Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

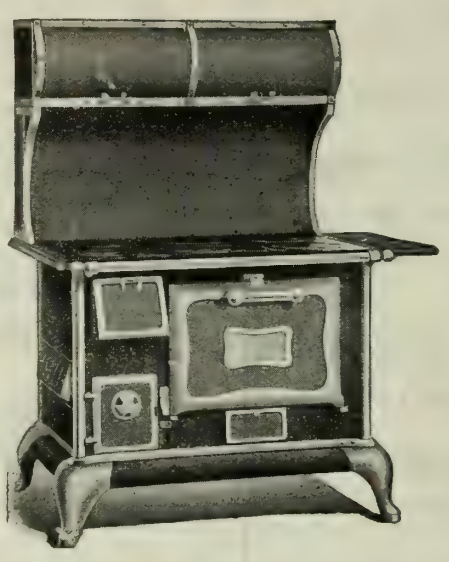
Progressive Manufacturers

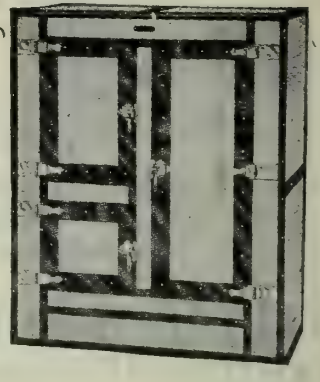
of products in which sheet plate or plate metal is employed are increasing their profits and laying foundations for future prosperity by adopting

ARMCO IRON

ENAMELED TABLE TOP

Sanitary, smooth, convenient, made to fit over top of ordinary wooden table. Manufactured by Enamel Products Co. of Cleveland, Ohio. Perfect and lasting enamel on an Armco Iron base.





THE LEONARD CLEANABLE REFRIGERATOR, made by The Grand Rapids Refrigerator Co. of Grand Rapids, Mich. Armco Iron used exclusively for enamel base. A handsome and successful product made possible by the employment of the best of materials.

Over seventy-five leading stove manufacturers use Armco Iron. By many it is employed in all the sheet metal portions of their products because of its established superiority in Rust-Resistance. Others have been led to its adoption for exterior surfaces by its beautiful tint and finish in the form of polished iron. Very many avail themselves of the advantages it offers as a base for enamel.

Armco Iron's superiority for enameling arises from its remarkable purity. Imperfections in enameled surfaces come from impurities in the metal beneath. Chief of these are tiny pockets of gas. This gas expands rapidly and irresistibly in the heat required to bake the enamel. As the gas expands it forces through the surrounding metal and enamel coating. Some manufacturers have found that the use of Armco Iron almost entirely does away with enameling culls.

The American Rolling Mill Company

Middletown, Ohio

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Armco Iron Blue Annealed Sheets and Tank Plate, Black, Galvanized, Polished and Special Finish Sheets, Roofing, Pipe and Metal Lath.

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta, Cleveland, Detroit, St. Louis and San Francisco.

If interested, tear out this page and keep with letters to be answered.

Sure Sales

CLASCO

MOTOR LAMPS

In Producing Automobile Lamp Equipment We Lead

Our methods, together with our experience and facilities, give us the right to this claim.

Our reputation for aggressiveness, co-operation with customers, and general fair dealing when coupled with the superior quality of Clasco lamps, are several reasons which allow us to maintain the lead which we contend is ours.

Secure catalog.

The Canadian Lamp and Stamping Co., Limited

FORD, ONTARIO

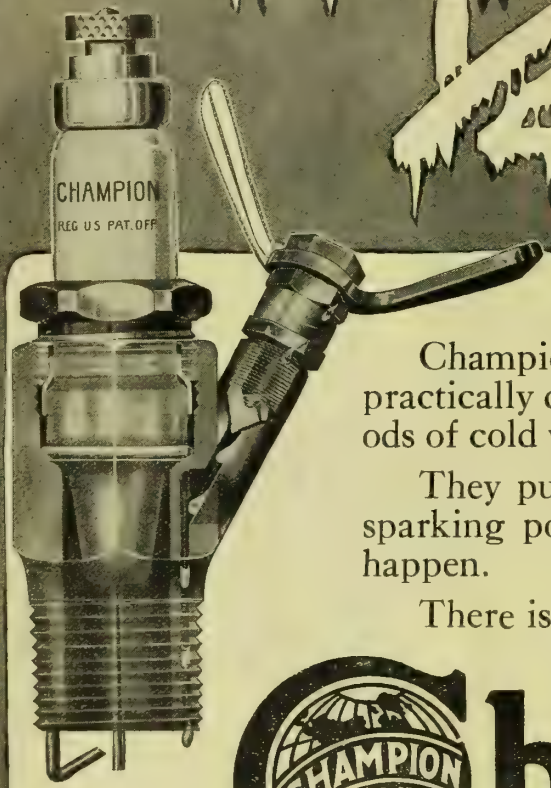
Sold by the following jobbers

John Millen & Sons, Ltd., Montreal; Hyslop Bros., Ltd., Toronto; Cutler & Foster, Ltd., Toronto; Northern Electric Co., Ltd., Montreal and branches; Canadian Fairbanks-Morse Co., Ltd., Montreal and branches; Wood, Vallance & Leggatt, Vancouver; Motor Car Supply Co., Calgary; Automobile Equipment Co.; Marshall Wells Co., Winnipeg.

Order from the nearest one

Sure Satisfaction

Start on the first turn.



Champion Dependable Priming Plugs have practically done away with the old clumsy methods of cold weather motor starting.

They put a drop of gasoline directly at the sparking point—where something is bound to happen.

There is no other method nearly as efficient.

Champion Priming Plug

Price

$1.25

Champion Guarantee

Complete satisfaction to the user, free repair, replacement, or your money back.

Champion

"TOLEDO MADE FOR THE WHOLE WORLD'S TRADE"

Dependable Priming Plugs

These wonderful plugs are genuine Champion Dependable Spark Plugs with the addition of the priming device.

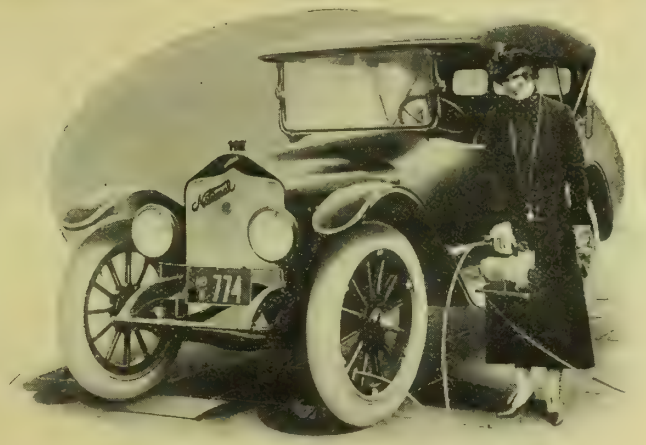
They are made in the largest spark plug factory in the world.

They are built under the most exacting methods.

And they are backed by the most sweeping guarantee.

Wise dealers are stocking Champion Priming Plugs for winter business. They sell briskly during months that are otherwise dull. Order early and be ready for the first real cold weather.

Champion Spark Plug Company, 7002 Avondale Avenue, Toledo, Ohio



The Lectroflater

An Electrically Operated Automobile Tire Pump

Here is a line that can be profitably sold by the hardware trade. These pumps are built for hard service. They are neat in appearance and with the extension cord attachment can be operated from a lamp socket at 110 volt service. The Lectroflater appeals to the man who looks after his own car. It removes the drudgery of pumping by hand and it costs only about one-tenth of one cent to inflate the largest tire from flat to full pressure.

The Lectroflater is light in weight, everything being enclosed in an aluminum case fitted with polished nickel trimmings. Tires can be pumped at the last minute without soiling or burning the hands.

There are three types manufactured and each is guaranteed to develop 125 lbs. pressure without overheating and be free from imperfections of workmanship or material.

Each of our distributing houses carries a complete line of automobile accessories and is in a position to ship stocks at short notice.

The following are a few of the automobile accessory lines for which we are exclusive Canadian Agents:

Curtis Garage Compressors
F. F. Battery Chargers
Henricks Magnetos
Jumbo Spark Plugs
Lectroflater Tire Pumps
Patterson Battery Sets
Premier Vulcanizers
Pyrene Fire Extinguishers
Standard Speedometers
W. E. Pittsfield Ignition Devices

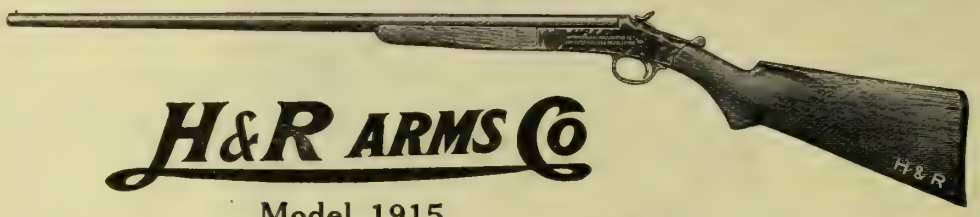
Northern Electric Company
LIMITED

Montreal Halifax Toronto Winnipeg
Regina Calgary Vancouver

If interested, tear out this page and keep with letters to be answered.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

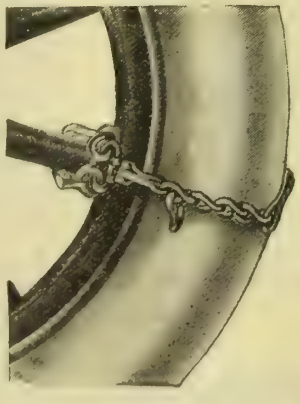
715 Park Avenue, Worcester, Mass., U. S. A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

"EASYON" MEANS EASY TO PUT ON

Easyon Tire Chains can be put on—and taken off—easily; really with extraordinary ease. For this reason they become immediate favorites of car owners; they save time and tempers.

But "EASYON" TIRE CHAINS Have Other Advantages:



they wear longer than other chains—they cost less and the cross Chains can be renewed at less expense and put on with greater ease than other Cross Chains.

Easyon Tire Chains are in demand right now, and the sale will be active all winter—when skidding is imminent.

It is necessary to carry only three sizes; these fit all tires.

EASYON CHAINS are packed a set of eight in a bag, four for each rear wheel, enough to give a good grip on any road.

Size 3½ fits 3" or 3½ tires. Retails at $2.40 per set.
Size 4½ fits 4" or 4½ tires. Retails at $3.20 per set.
Size 5½ fits 5" or 5½ tires. Retails at $4.00 per set.

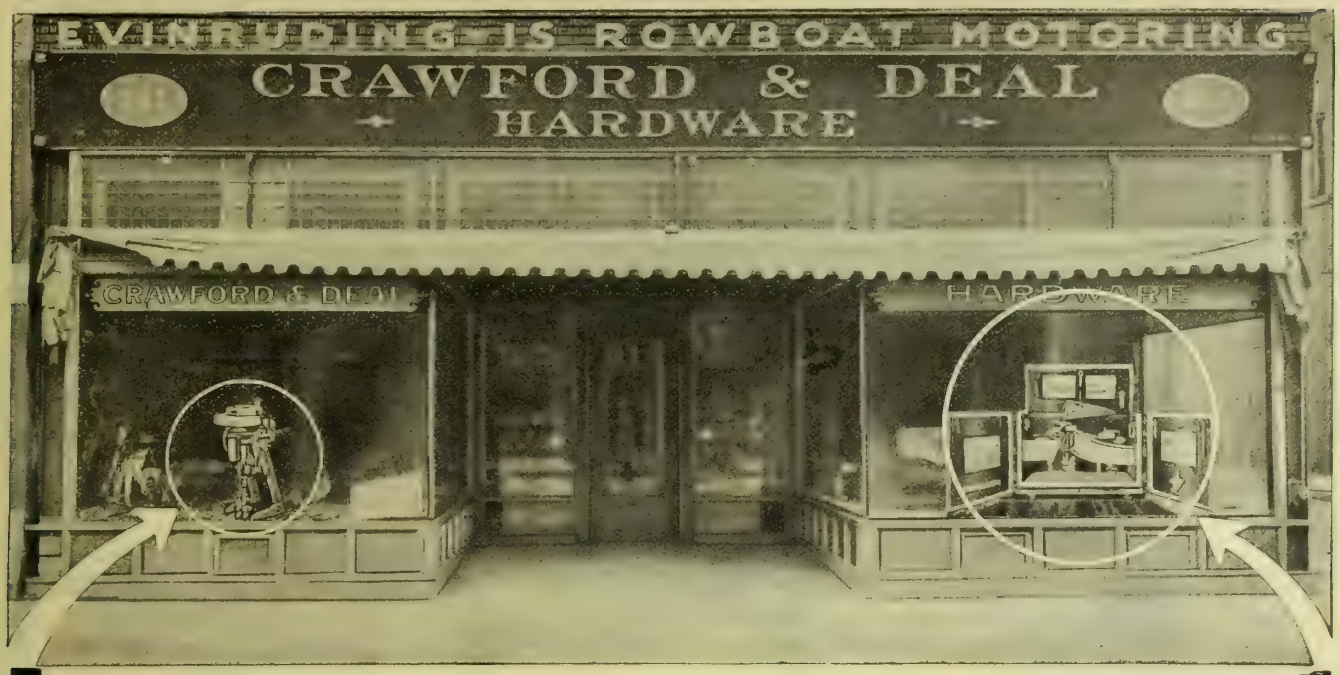
Easyon chains are also made for solid tires.

Write for full particulars.

Leather Tire Goods Co., *Sole Manufacturers* **Niagara Falls, Ont.**

Canadian Distributors: John Millen & Son, Montreal, Vancouver, Winnipeg and Toronto; W. R. Sachs, 77 Adelaide W., Toronto Ontario; Canadian Selling Co., 74 St. Antoine St., Montreal, Que.; Auto Tire & Vulc. Co., Kingston, Ont.; Keyes Supply Co., Ltd., 199 Alberta St., Ottawa, Ont.; M. & H., Ltd., 1405 Queen St., Toronto, Ont.; McLaughlin Carriage Co., Ltd., Edmonton, Alta.; Merchants' Hardware Specialties, Ltd., 514 11th Ave. West, Calgary, Alberta.

If interested, tear out this page and keep with letters to be answered.

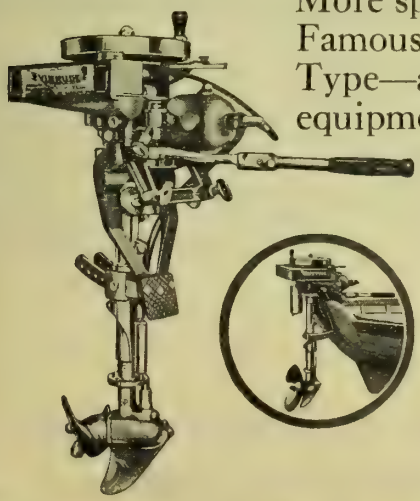


Up Went Sales 433%

Last season Crawford & Deal, of Canton, cleaned up $260.00 in profits, selling the Evinrude—a gain of 433% over 1915. How did they do it—*in Canton*—with the nearest lake 13 miles away? It's easy to see when you understand Evinrude co-operation—when you see how it works—*step by step until the sales are actually made!*

EVINRUDE
DETACHABLE ROWBOAT & CANOE MOTORS

offer great possibilities to every live dealer. Your territory is no exception—the Evinrude is well-known and it sells everywhere.



More speed in the 1917 Evinrude—more refinements. Famous Evinrude Magneto — Built-In-Fly-Wheel Type—and Automatic Reverse continued as standard equipment.

Write for 1917 *catalog, just off the press and ask for the Evinrude dealer proposition.*

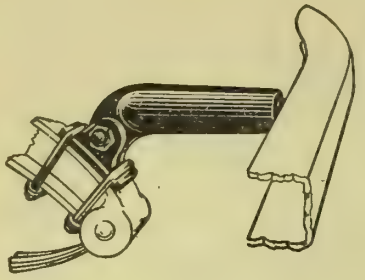
EVINRUDE MOTOR CO.

647 Evinrude Block **Milwaukee, Wis.**

Over 80,000 sold. Used by 24 Governments

Distributing Branches : **E. Drolet, Montreal. A. R. Williams Machinery Co., Toronto. A. A. Sears, Victoria, B.C.**

If interested, tear out this page and keep with letters to be answered.



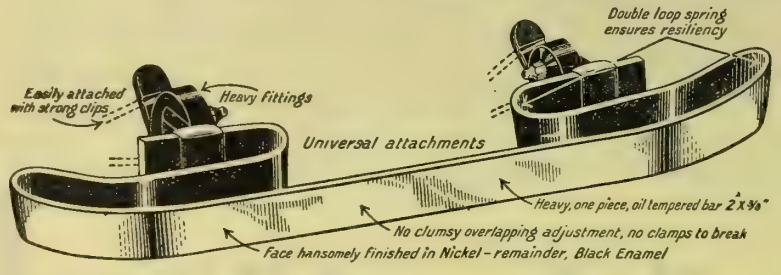
"NIAGARA" BUMPERS

The Channel Bar—An Established Favorite

Heavy Steel Bars—2 x 1½ inch—will stand rough usage.
Fine Durable Nickel Finish.
Black Enameled Attachments.

PRICE $8.75

The New "NIAGARA" One Piece Resilient Spring Bar



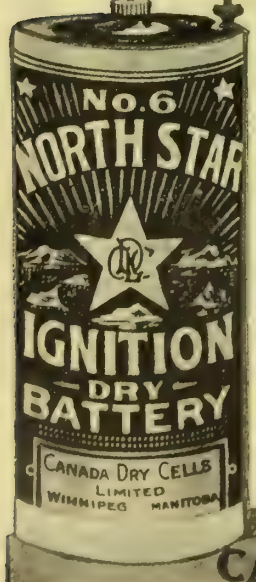
Note the points of superiority.

PRACTICALLY INDESTRUCTIBLE

PRICE $14.00

DEALERS:
Write us for the names of your nearest jobbers carrying our lines. Catalogue on request.

K NIAGARA
WHAT WE MAKE WE GUARANTEE
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA.



A Battery That does the Work.

There are batteries and batteries—some good, some better, some best. To the best class belongs

The North Star Ignition No. 6 Battery

Quick in action, long-lived, always reliable, it most certainly makes friends for itself and for the dealer who sells it.
Why should you take chances? Why should you ask your customer to take a chance?—This when you can have a chanceless battery, our No. 6. It is a profitable battery to sell—because it stays sold and re-sells. Have stock of it always.

The Western Battery for the Western Need.

NORTH STAR cells are handled by your jobber.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

A HAPPY COMBINATION

"Bristol" Steel Fishing Rods

MEEK and "Blue Grass" REELS

The "Bristol" and "Meek" forces have combined. The best rods and the best reels are now put out by the same firm—Horton Manufacturing Co. The combination means a larger output, reduced overhead, improved processes of production, lower selling costs, more powerful trade developments, larger sales for retailers and jobbers, larger advertising expenditures to educate the public and everything that means "Happy Combination."

Write for "Bristol" and "Meek" Catalogues, showing 49 models. Ask for Terms, Dealer Helps, etc. *Let's Work Together.*

HORTON MANUFACTURING COMPANY, 302 Horton Street, BRISTOL, CONN.

There are a thousand uses for
FRANCO FLASH LIGHTS

—and Everybody needs one

The demand for flashlights is becoming greater every day—supply that demand with "FRANCO," the complete line of flashlights.

Get ready now for the Fall and holiday trade. By ordering your anticipated supply early you are sure of delivery in plenty of time to catch the early shoppers.

Have you a copy of our catalogue? If not, you should send for one to-day.

Interstate Electric Novelty Co. of Canada
LIMITED
TORONTO 220 King St. West ONTARIO

ADAMSON
VULCANIZERS

Warning to the Trade:

It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

MADE IN CANADA

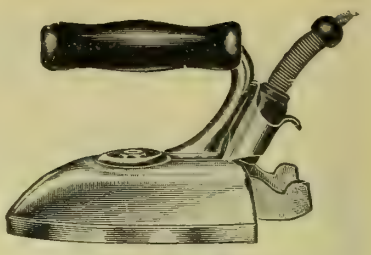
ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

Values That Bring A Big Trade

Handle our hockey sticks this winter and you will realize **quick sales and splendid profits.**
Now is the time to place your order. **Order at once and avoid the rush.** How about your sorting-up orders?
We make a specialty of Rock Elm, Maple and Hickory Pick, Axe and other Handles—handles that give maximum service.

St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

FACTORY PRODUCTS LIMITED TORONTO



"PELOUZE" ELECTRIC IRONS

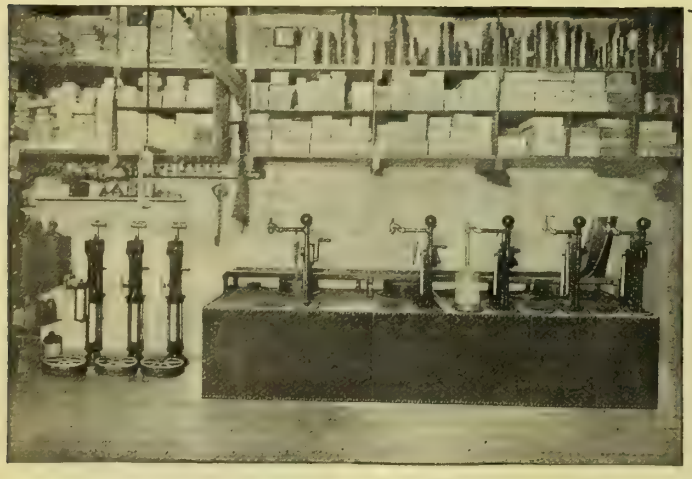
for Domestic and Tailor's Use

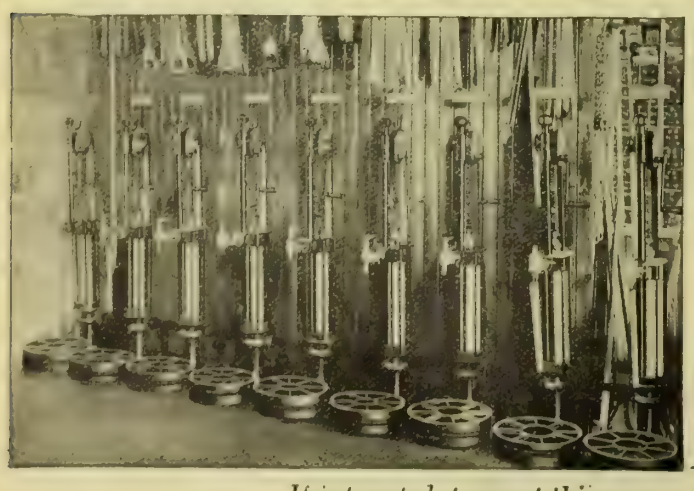
A LIVE PROPOSITION FOR THE HARDWARE DEALER

Send for Prices.

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario





BOWSER

ESTABLISHED 1885

When making an important purchase you endeavor to secure the most for the amount expended. Before it is possible for you to be sure of this point, however, it is necessary for you to take into consideration the element of QUALITY.

Back of the name BOWSER stands an unquestioned reputation, not only for highest quality in material and workmanship, but also in service. This exceptional degree of quality insures a profitable investment to those purchasing Paint Oil Storage Systems or oil-handling equipment of any kind.

S. F. Bowser & Co., Inc.

Engineers, Manufacturers and Original Patentees of Oil-Handling Devices

Sales Offices in all Centers **TORONTO, ONT.** Representatives Everywhere

If interested, tear out this page and keep with letters to be answered.

VITAGAS
TRADE MARK

—"a wonder in the Automobile World"

ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

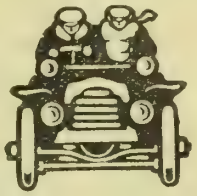
Vitagas has been endorsed by the most critical, so much so that one of Pittsburg's automobile experts has pronounced it to be "a wonder in the automobile world."

A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction doublesure.

Drop us a card for full particulars.



THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.

Mr. Merchant

See that your clerks and department heads read this paper regularly, it will increase their efficiency. Watch closely advertisements for new selling arguments, it will help increase sales. There is always room for the man who knows.

FORGETTING

One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

Elgin Wrenches

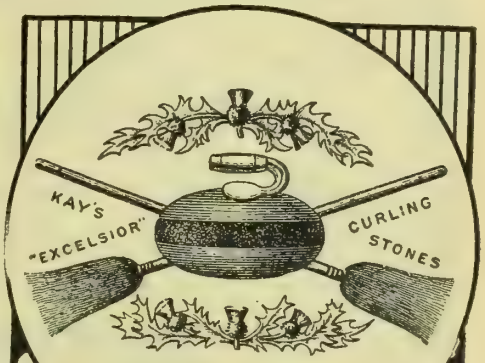
Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.



"KAY'S EXCELSIOR" Curling Stones

Run perfectly from the very start. No working down with emery necessary.

We carry a full line, in assorted weights, 36 to 45 lbs. to the stone, exclusive of the handle.

Also Handles, Grips, Fancy Washers, Brooms, Boxes.

Also Builders' Supplies.

Walter Belyea

Successor to the late

THOMAS BLACK
WINNIPEG

.250-3000 Savage Model

MARBLE'S Auxiliary Cartridges

Used by Thousands of

HUNTERS and RIFLE ENTHUSIASTS

—by hunters, because they provide an emergency load for desirable small game while hunting with a big game rifle

—by rifle enthusiasts, because they provide a means of extensive target practice with their favorite big game rifle at little cost.

EXTENSIVELY ADVERTISED

The advertisement at right is one of a series appearing in all the leading sporting magazines. The demand is increasing rapidly, and our dealers get the benefit. We aim to sell through the trade, and our chain of co-operation helps you get the business on all Marble Specialties.

WRITE FOR CATALOG

showing Game-Getter Gun and Marble's 60 Specialties for Sportsmen. Trade supplied by jobbers.

Marble Arms & Manufacturing Company

5350 Delta Avenue, GLADSTONE, MICH.

Target Practice At Little Cost

Shoot Pistol Cartridges in Rifles with MARBLE'S Auxiliary Cartridges

(List Price, 75c. each)

Loaded in magazine or breech. Bullet is set into rifling. Without harm the firing pin of gun strikes firing pin in auxiliary, exploding cartridge. Bullet starts with a twist and does *not* strip nor lead barrel. Does not harm rifle firing pin. Ask your dealer. Sample Nitro-Solvent Oil for his name. Send for 60-P. catalog of Marble's Guns and 60 Outing Specialties.

This auxiliary cartridge, made for several rifles, shoots pistol cartridges just as accurately as regular rifle ammunition—and you save 75% on cost.

MARBLE ARMS & MFG. CO., 500 Delta Ave., Gladstone, Mich.

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

"I don't know why I ever stopped subscribing to HARDWARE AND METAL," says an ex-hardwareman who has been in the real estate business for the past six years.

"I am thinking of getting back into hardware again, so you may enter my subscription.

"I have always had a warm spot in my heart for HARDWARE AND METAL, because I made a lot of money through it.

"The best deal I ever made was the result of a prediction in HARDWARE AND METAL, that the price of pig-iron would advance shortly.

"I immediately placed a big order for stoves with one of HARDWARE AND METAL'S advertisers, just in time to take advantage of a heavy increase in the price of stoves.

"I could tell you of many other profitable deals that HARDWARE AND METAL helped me to make, but this was the best one."

If interested, tear out this page and keep with letters to be answered.

CARHARTT
Safety First Allovers

for the automobile trade. Live hardware stores featuring auto accessories should carry a full range of this line. Auto owners and chauffeurs calling on you for supplies are A.1. prospects—Why not get them?

Write for prices, terms, etc., on Carhartt Safety First Allovers. **Ask also for sample pair of the New Carhartt Gauntlet Glove fitted with a flash-light for signalling purposes. Write to-day.**

HAMILTON CARHARTT COTTON MILLS
LIMITED

TORONTO :-: VANCOUVER

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

A few profit-making hints for the *Hardware Dealer* who is looking for bigger and better business this year. These are from the Dominion Rubber System line, which is a guarantee that qualities are thoroughly dependable.

Garden Hose (Canadian Corrugated, Star, Para, Western, Armour Clad, Nos. 400, 500, 600.)
Gaskets and Gasket Tubings.
Pump Valves.
Elbow Connections.
Basin and Bath Plugs.
Rubber Mallets.
Squegee Rubbers for Window Washing
Rubber Stoppers.
Rubber Adhesive Tapes.
"Alpha" Rubber Cement.
Steam Hose.
Rubber Leggings.
Rubber Aprons.
Band Saw Bands.
Tack Bumpers.
Slotted Screw Tips.
Corrugated Mattings.
Stair Treads.
Canadian Force Cups.
Wagon Bumpers.
Gauge Glass Washers.
Fruit Jar Rings.
Draught Tubing.
Hockey Pucks.
Lacrosse Balls.
Moulded Door Mats.
Cuspidor Mats.
Coin Mats.
Bottle Mats.
Drain Board Mats.

Our facilities for prompt service are unequalled and our values are easily the best within reach. For further information write our nearest branch or direct to Head Office.

Canadian Consolidated Rubber Co., Limited

HEAD OFFICE, MONTREAL

28 Service Branches throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JANUARY 13, 1917 No. 2

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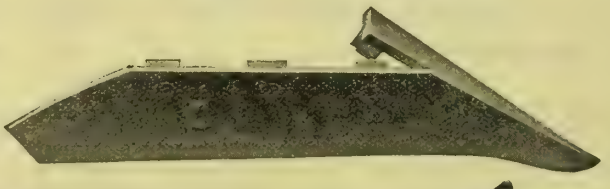

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D. ACKLAND & SON, LIMITED, Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, JANUARY 13, 1917 No. 2

Convention to be Held at Hamilton

Retail Hardware Merchants to Meet on Feb. 20-21-22—Will Arrange to Have Exhibits —Canadian Hardware Manufacturers Exhibitors Will Not Hold Exhibition

THE thirteenth annual convention of the Ontario Retail Hardware and Stove Dealers' Association will be held at Hamilton,. Ont., on Feb. 20-21-22. The place of meeting and the Convention dates were decided upon at a meeting of the Advisory Committee of the Association, held at Toronto this week. With convention dates less than 6 weeks distant, an active campaign will be inaugurated at once, to secure a large attendance.

The headquarters of the Convention will be the Royal Connaught, Hamilton's new hotel. Special rates have been obtained for delegates and will be announced in the Association notices to members.

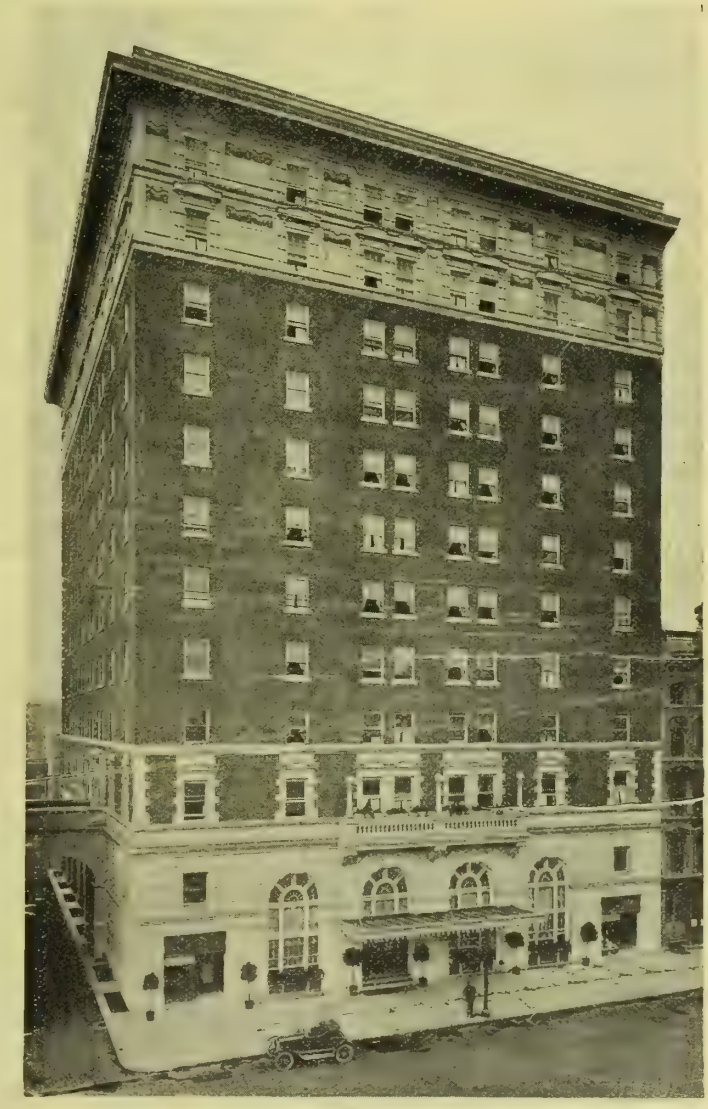
C. H. M. E. A Exhibition Again Postponed.

A letter was read from F. M. Tobin, Secretary Canadian Hardware Manufacturer's Exhibitors Association, advising the retailers that the manufacturers would be unable to hold an exhibition in conjunction with the convention. Some dissatisfaction was expressed by the retailers, at the delay, on the part of the Exhibitor's Association, in notifying the retailers that an exhibition would not be held.

Retailers Will Endorse Exhibit

The Retailers' Association will invite manufacturers and jobbers to hold exhibits during the convention, and for this privilege a nominal fee will be charged. A number of manufacturers, it is said, have expressed a desire to have displays of their products on exhibition during the convention and the retailers will endeavor to accommodate them.

The convention program is now being prepared and will be announced in the near future. An arrangement is being made for special rates on the railways. A suggestion was made at the meeting of the advisory Committee, that the convention be held in March instead of February. This, however did not meet with the favor of the members present. It was pointed out that the retailers can more easily arrange to get away during February, than would be possible in March.



Royal Connaught Hotel, which will be headquarters for Retail Hardware and Stove Dealers' Association Convention.

Membership Increasing.

Secretary Macpherson announced that there had been a steady increase in the membership of the Association during

(Continued on page 47.)

Matt Horton, Hardware Dealer, and His Selling Ways

Matt Has Ambitions to Sell by Mail—He Has a Conscience — Using the Services of Others—His Ideas on Dealer Co-operation

By John C. Kirkwood.

I HAVE said that I used the brain, time and services of others in running my business. I should like to say something more in this connection.

I use a bookkeeper-accountant. He comes in at his convenience—an Englishman, well-trained in this class of work He's getting on in years, nearing sixty. He represents several insurance companies in Hurston, and his time is his own.

It pays me to use this man's time. He keeps my books always written up, and provides me with monthly statements that tell me exactly how I stand. As I said before, I think I can, and do use my time more profitably as a salesman than when I use it doing executive or chore work.

I pay a young lady for keeping me informed about marriages to take place or that have taken place. She is eyes and ears for me in this matter. I pay her so much a name—a price that looks big to her, but which I can afford to pay, because I recover it many times over, as a general thing, from the sales of gifts I make in connection with the weddings and the furnishings I sell to the young couple when they are married. The service this young woman performs for me is a secret between her and me, for it would not do to have it known that she makes money out of her social calls and her gossiping. This same young woman serves me in other directions: She moves about a good deal in a social way, is mixed up with church work and patriotic and benevolent work and so meets many people. In the course of her calls and conversation she gathers a good deal of news of value to me. For example, she reported to me that Mrs. Charlie Burke was thinking of getting a vacuum cleaner—this as the result of a visit to her sister's home in the city where she made the acquaintance at first hand with vacuum cleaners, and acquired a desire for one. You know I have the agency for the Right-O Cleaner, and it really was not a difficult matter to place one in the Burke home; and that sale has resulted in at least a dozen other sales directly traceable to the one I sold to Mrs. Burke.

Turning Hearsay Into Money

In the same way I learned that the McVicars were likely to put in a hot water heating system in their home, and with this knowledge I was able to get the contract for this work; and there was a very tidy profit in the job for me.

One of my very best helpers is Fred Roden, publisher of the *Hurston Star*, and job printer. I use space in the *Star* regularly, but I pay Fred a good deal more a year for printed matter than I do for my advertisement in his paper.

I believe in printed matter—this because I have a first-class mailing list. If I didn't have a mailing list—or, rather, a dozen mailing lists—I wouldn't have much use for printed matter; but with a good gun, so to speak, and a good target, and with good ammunition, I get a very good score every time I try out my marksmanship.

Let me tell you more about how I use printed matter.

I have Fred Roden print me a special catalogue each year.

This is the second installment of the story of Matt Horton, Hardware Dealer, and how he built up his business.

Horton, it will be seen has both energy and original ideas, and these he translates into salesmanship. Horton has a wealth of patience. Life is a long time when taken slowly and when directed by Purpose, and Horton the Hustler is a deliberate sort of chap, more concerned to get foundations broad and firm than to build flimsy superstructures.

A third installment of Matt Horton's story will appear in an early issue of HARDWARE AND METAL.

Using Printing As a Salesman

Each spring I publish a list of things likely to be needed about house-cleaning time, planting time, and so on. I get this ready in the winter. The manufacturers I buy from supply me with all the "cuts" I require, and I study their advertising matter pretty closely. I have my own ideas about arranging the material, to make it easy for the reader to find and understand. I admit quite frankly that I get real help in preparing this work from the catalogues of the big Canadian and American Mail Order houses; they know their business, and I can and do go to school to them.

As you know, I put a cover on this little catalogue of mine; and generally through favor of manufacturers and their co-operation, I am able to get a little color inside my catalogue.

Just here I may say that some manufacturers pay me real money to have a special advertisement in my catalogue,

and this money helps to cut down the cost to me.

Working Up a Mail Order Business

This catalogue I send to many homes far away from Hurston; and some day I look forward very confidently to doing business all over Ontario—perhaps over all Canada. At any rate, I am aiming in that direction. Heavy goods, on sale everywhere, I cannot, of course, expect to sell outside my own territory; but there are some things light enough to be sent through the mail. For example, there is an English line I sell: a metal edging for framing pictures and photographs. It is a fine thing, and the pictures and particulars in my little catalogue tell the story.

I mention just this one line by way of illustration, but there are many other lines. I find them by reading publications like HARDWARE AND METAL. and the magazines. I find them in department store catalogues and in the 5, 10 and 15-cent stores. By keeping my eyes open, I discover many, many lines easy and profitable to sell.

Making Money Out of Horsemen, Stockmen and Others

Then I have Fred Roden print me a special catalogue for owners of horses and cattle, swine and poultry. This catalogue is the same page size as all my other printed matter. I purposely have my publications uniform in size.

This horsemen's and stockmen's catalogue gets me good business. It gives farmers, teamsters, owners of pedigreed stock, dairymen, poultrymen, swine and sheep breeders real assistance. I don't know another dealer's similar catalogue that equals it. I advertise this catalogue in farm papers, and I send it to special lists which I have compiled for me.

Engaging a Writer

The "copy" for this catalogue I edit, but do not prepare. There's a man in Hurston that does much writing work for me—a salesman in a dry goods store; a man old enough to be a grandfather. He has a wonderful versatility, and a writing gift quite exceptional. Also he has a good idea of selling and advertising. The work I give him is a sort of pastime for him, and it earns him two hundred dollars or so extra a year.

Horton's Gift Book

I get out other catalogues, if such they should be called, from time to time; and one of them I call "Horton's Gift Book." In this I gather together everything in my stock, and some things I do not stock, suitable as gifts—for Christmas, anniversaries, and special occasions. This Gift Book is revised every year—in October, and I suppose a copy of it is in 5,000 homes in Hurston and elsewhere. Every copy goes out with a twine-loop in the upper left-hand corner—an invitation to hang it up and keep it in view at all times. The cost of issuing this Gift Book, as in the case of my other publications, is brought down to a very small sum by the advertisements I get from firms whose goods are listed and described, and who are willing to pay money for having their own lines brought boldly to the attention of my customers.

So you see what I mean when I say that I use the brain and time and services of others in carrying on my business.

Horton Studies Advertisements

I have already given you a hint as to my use of HARDWARE AND METAL and similar publications. I study them closely, for they are full of inspiration and special information. I recall the advertisements of a firm of brush makers. They spoke of brushes that I was not familiar with. I had their catalogue but hadn't paid much attention to it. But the advertisements led me to look up their catalogue, and I saw brushes illustrated and advertised there that, frankly, I knew nothing about. There was a special brush for butchers, brushes for radiators and cornices and bannisters, brushes for furnaces, and so on, almost endlessly. Well, I went to the butchers in Hurston with the catalogue, and got orders from two of them. I sent for a radiator and cornice brush, for samples, and solicited orders with them as demonstrating brushes. Orders were easy to get.

And so I could keep on telling you how I found in the advertisements in my trade newspapers many suggestions that led to new business. It is my practice to write to manufacturers, putting it up to them to tell me how I can sell their goods, and I find most of them exceedingly ready to respond helpfully to my overtures. Indeed, many are ready to go to much trouble and real expense to co-operate with me.

Horton's Views on Canvassing Customers

But I am cautious, and will not let my customers be worried and annoyed by importunities of mine or of others. My attitude is: In soliciting my customers and others to buy this thing or that, am I rendering them a real service? If I can answer this question honestly with "Yes," then I am ready to have them canvassed in my name, through me, and according to my ways; but I will not let them be approached and canvassed in my name by manufacturers direct; and I do not supply to any my mailing list.

You see, these customers, or desired customers of mine, are my chief asset. They have the money I want. And I want their favor and confidence — this through the principle of Service. I am not out to milk them of every dollar I can get out of them; or to overload them with merchandize they ought not to have. Yet, on the other hand, I have no reluctance in trying to have them buy what I think they ought to have.

Continued on page 37.

I will not let my customers be worried and annoyed by the importunities of salesmen.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JANUARY 13, 1917 No. 2

ORDERS in the hundred millions spell prosperity.

* * *

ONE OLD time ruler has gone by the boards as a result of the war—King Rum.

* * *

NO MERCHANT can afford not to read the article on charging interest on overdue accounts which is to appear next week. Watch for it.

* * *

AN AMERICAN newspaper thinks President Wilson's peace note sounds a good deal like "Tut! Tut!" What does the Allies' reply remind them of?

* * *

IT IS rather superfluous to ask a man how business has been the past year. Any business man who hasn't been able to do pretty well doesn't know opportunity by sight even. But as to the future—that is another story.

DO YOU CHARGE INTEREST ON ACCOUNTS?

DO you charge interest on overdue accounts? Some merchants do; others would like to, but are afraid to try it. They hesitate because of the offence it might give to customers and also because they are not sure what their legal rights are in the matter.

The legal side of this intensely interesting subject will be dealt with in the next issue of HARDWARE AND METAL. Walter E. Lear, perhaps the best authority in Canada on the subject, takes the question up from every angle and tells exactly what the merchant can do and what he can't do. He can charge interest on overdue accounts, no question about that, but he can only do so under certain restrictions. It is important to know what these restrictions are. Mr. Lear tells all about them.

This article will be the first of a new series of legal discussions, each of which will deal with a specific subject of special interest to merchants.

NEW SHELL ORDERS FOR CANADA

THE most significant development in regard to the munition situation probably since the war began is the cancellation of extensive orders placed in the States and the announcement that the work will be handled in Great Britain and Canada. It is said that one Canadian company has received a larger order for shells than any placed in the United States. The Bethlehem Steel Corporation received an order last year that ran to $150,000,000. If the contract placed with the Canadian firm exceeds this figure, it will mark an epoch in the industrial affairs of the Dominion.

The facilities in Canada for handling war orders have been very largely increased and it seems assured that the British War Office is prepared to utilize our shell-making capacity to the utmost.

This can have but one result. The industrial situation during the coming year will be marked by still more feverish activity than ever and the general prosperity of the country will be even greater.

PREPARING FOR PEACE

A CHANGE has come about in the attitude of business men generally toward the future. Though the longing for peace has been heartfelt and intense it has nevertheless been with a vaguely defined sense of dread that most men have looked forward to the period following the cessation of hostilities. They have felt that it must certainly be a time of grave uncertainty, perhaps, even of black panic and class turmoil. A drop simultaneously in wages and prices has seemed among the probabilities, linked up with a falling off in demand and a general slackening of industrial activity. Opposed to this calamity picture has appeared the prospect of good prosperity in Canada as a result of heavy immigration and of a big export trade with all Europe in the throes of reconstruction; but the blacker side of the picture has been predominant.

Such has been the feeling until recently. But of late there has been a much more optimistic feeling apparent. Business men are beginning to feel that there is more to hope for than to fear. The utterances of Lord Shaughnessy on this point are typical of the feeling that has been evident in well-informed circles. Industry, knowing that peace is coming surely, if slowly, has been preparing for it. The new conditions are being anticipated and, on closer inspection, they do not seem so menacing after all.

At the same time, we can be too optimistic. An excess of confidence now would lead to exactly the conditions later that were once feared. Prosperity can be maintained only by far-seeing, rigid preparedness. This necessity is not incumbent on the leaders of industry only; it must be recognized and followed from the top to the bottom of the industrial fabric. Every man playing a part in the business of the country from the president of the C.P.R. to the proprietor of a small cigar store, must prepare now for the new conditions.

Opinions differ as to the probable length of the war. Many very well-informed men, however, feel that it may come suddenly. They believe that the economic conditions in Germany have reached the stage where peace is imperative. It may be that they are mistaken and that the Germans can keep their armies longer in the field. But the belief is held by men who are not visionaries or mere blind optimists. And so, in preparing for peace, the business man should not lose sight of the fact that peace may be closer than we at present think.

Increasing Sales of Automobiles

The Use of Motor Cars is Seriously Affecting Railroad Receipts—Some Figures Which Demonstrate the Great Opportunity That Lies Before the Hardwareman.

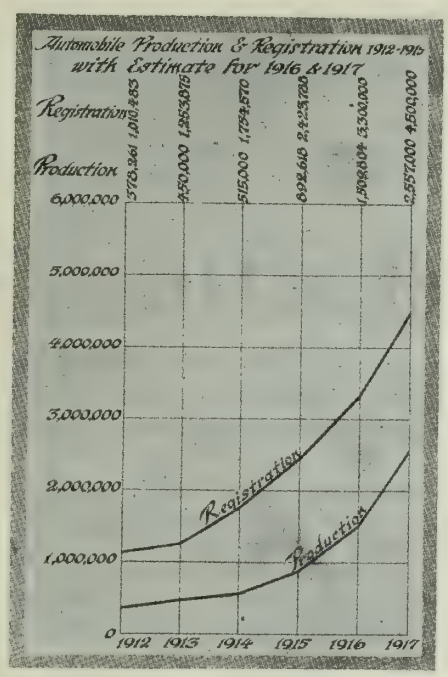
THE most significant factor for the hardwareman to consider at the present time is the increase in the use of motor cars. It is no exaggeration to say that the time is now in sight when every man will own his car. The increases in earning capacity, linked up with the rapid lowering of the price of cars and the reduction in upkeep costs, has brought the car within the reach of everyone.

From the standpoint of the hardwareman this means an ever increasing sale of motor supplies and accessories. The huge demand now felt, in which foresighted hardwaremen are sharing, is merely a forerunner of the business which future years will bring.

In dealing with the growth of the automobile industry one meets with figures that are absolutely astounding. To say that 700,000 cars were sold in the United States in 1915 does not bring full realization of the gigantic industry behind the figures. One begins to realize, however, what it means when a little reckoning produces the result that the sale of these 700,000 cars represents an expenditure of $700,000,000 or more. Figure what the upkeep of those cars must cost—the annual expenditure for accessories. Truly, this is the greatest opportunity that has ever presented itself to the hardwareman.

Perhaps one of the most striking evidences of the growth of the automobile industry is found in the losses sustained by railway companies. In this connection it is interesting to quote from The Financial Post:

"Canadian railroad passenger officials have disclosed some interesting facts in connection with the inroads the increasing use of automobiles have made on passenger traffic receipts in the course of interviews with The Financial Post. It is said by high officials that, although there is undoubtedly a serious loss in railroad earnings on this account, the general situation is in so elastic a state that no hard-and-fast conclusion can be drawn. In addition, any investigation of what is termed one of the most important problems of the day in connection with railroad earnings is hampered at the outset by the lack of available statistics in regard to the Canadian situation. Fortunately, however, this does not apply to the States, so that by studying the available figures on the situation over the line, in conjunction with what is known of the situation here, it is possible to form a fairly accurate opinion on a development that is still in progress of forming.



The increase in motor car production during the past five years has been at the rate of about sixty-five per cent. per annum. The production figures for 1917 in the above chart were arrived at by carrying the curve of past production to its indicated position on this basis.

"The following table illustrates the connection between the increase in autos used and the decrease in passenger earnings in the United States. In contrast to the comparatively small yearly increases in passenger earnings are noted the more satisfactory increases in the freight department:

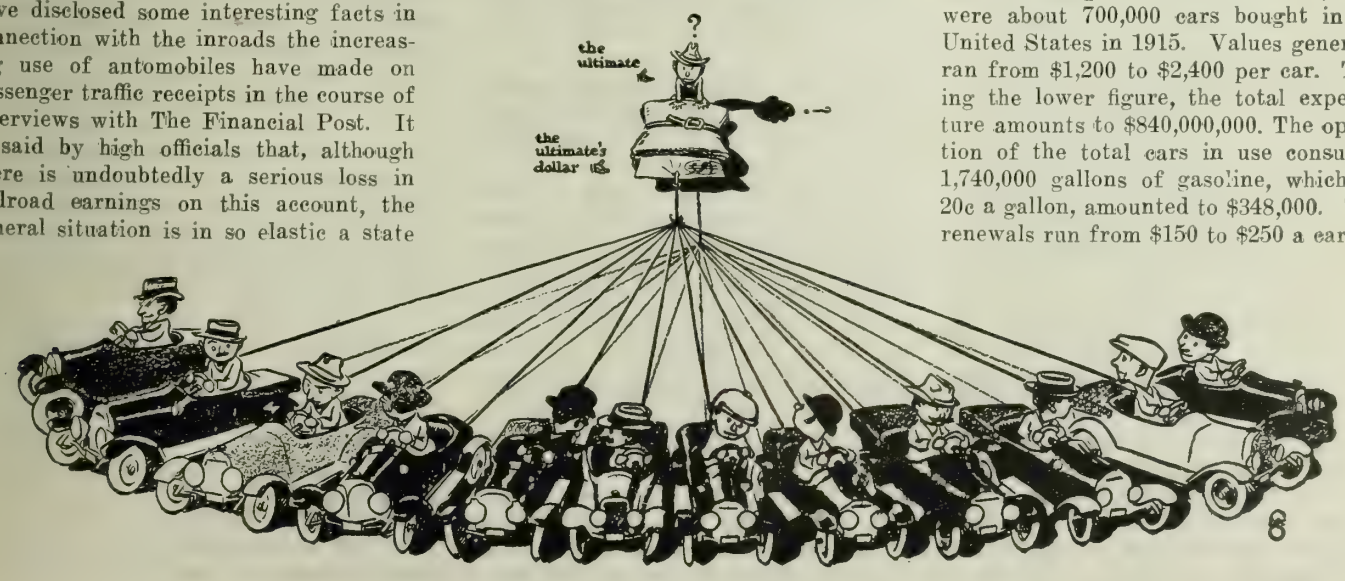
	Passenger Revenue		Freight Revenue	
	Yearly gain	Ratio of gain in 1916 over other years	Yearly gain	Ratio of gain in 1916 over other years
1916	*8.5	....	21.2	....
1915	9.2	8.5	*3.4	21.2
1914	0.8	*1.5	*3.8	16.9
1913	6.1	*0.7	12.8	12.6
1912	*1.1	5.3	0.8	26.9
1911	4.3	4.2	10.5	28.0
1910	12.1	8.7	15.1	27.6
1909	*0.5	21.9	1.3	47.0
1908	....	21.3	....	48.7

*Decrease.

"An interesting fact in connection with the decline in passenger earnings is that it is first noted in 1910, as the sale of autos began to gather headway, although large scale production did not begin until 1911. Confirming this is the fact that, although from 1901 to 1909 the gain in passenger revenue was 60 per cent., against 51 per cent. for freight, the gain from 1908 to 1916 was only 21 per cent. for passenger revenue, against 48 per cent. for freight.

$1,500,000 in 1915

"According to a recent estimate, there were about 700,000 cars bought in the United States in 1915. Values generally ran from $1,200 to $2,400 per car. Taking the lower figure, the total expenditure amounts to $840,000,000. The operation of the total cars in use consumed 1,740,000 gallons of gasoline, which, at 20c a gallon, amounted to $348,000. Tire renewals run from $150 to $250 a car per



—From Collier's Weekly.

annum. The 2,075,000 cars in use in 1915 at only $100 a car would absorb $207,500,000 per year. Wages for chauffeurs and garage expense would make up the difference necessary to establish $1,500,000,000 as the total money absorbed by the automobile industry of the United States in 1915.

Diversion Affects Travel

"It is impossible to divert such a large sum of money from normal use without affecting travel. But too many other factors affect railroad travel for it to be said that this diversion alone is responsible for the falling off which has occurred.

Four-fifths of Visitors Use Cars

"An important summer resort centre in Maine estimates that during last season 81 per cent. of the summer visitors arrived and departed by auto, and the remaining 19 per cent. by train. This, of course, is exceptional, as it applies only to a certain section and class, and which it might be added is largely swollen by additions from Canada. It is, however, indicative of the general situation. In California, where the roads are better and the weather suitable for all-the-year-round use, it is probable that this condition prevails generally. It is noted that 575 cars recently left Los Angeles in one day for San Francisco as part of the normal daily travel.

Canadian Climate a Factor

"The Canadian climate tends to prevent as general a growth of the movement here. They are less generally used in winter. None the less, the tendency follows that of the United States. The extensive use of cars in the prairie sections of the country is especially noted."

Burning Street Car Helps Sell Hardware

A Prompt-Action Personality, and the Peril Abolishing Powers of a Pretty Little Brass Pump Produce Appreciable Persuasion Upon the Purchasing Powers of the Public and of a Considerable Corporation in the City of Montreal

EMERGENCIES test men, and bring to the top their dominant characteristics. Personality impresses itself on all its surroundings, whether in the hardware store or on the street, and personality counts in the hardware trade as in every other business that is built on the support and satisfaction of the purchasing public. Have you ever imagined a street car on fire as an active business building opportunity? There is a hardware salesman and retail manager in Montreal who in the very crucial instant of a street car fire, while the frightened women were piling off pursued by the smoke into the street, saw an opportunity to do some valuable business building, and what is more, did it. In extinguishing that destructive blaze, this enterprising personality incidentally started a constructive fire of enthusiasm for a line of stock in his firm's store, which has led to increased business, and is daily leading to more. Here is how it happened.

One day late in November, 1916, John A. Fraser, retail manager of the firm of James Walker Hardware Co., Ltd., Montreal, went out to lunch just across the street. On his way back to the store he saw at the street railway intersection of Notre Dame and McGill Streets an excited crowd about a Montreal Street Railway Co.'s street car. There was smoke, men were shouting and women screaming as they hurried headlong out of the car. The car driver and conductor were struggling to beat the fire out with brooms and iron rods. The blaze was in the motor box, thoroughly drenched in thick inflammable grease, and the fire was rapidly getting a grip of the combustibles around and above it.

In this exciting state of affairs Mr. Fraser saw an opportunity. He wasted no time watching the fire; he wasted no breath on giving advice or telling people what he was doing. He simply made a bee-line for the back entrance of the James Walker Hardware Co.'s premises, and there in its proper place handily ready to seize found what he wanted. It was a fire extinguisher.

In ten seconds he was directing its jet upon the heart of the fire. In ten more seconds the flames were subdued, the smoke was fading into a blue film of vapor, and the danger was over. Condutor and car driver, amazed and grateful for the timely aid rendered, were congratulating Mr. Frazer, and the crowd was pressing closer to see by what wizardry the expected conflagration had been so swiftly averted. In their curiosity Mr. Fraser saw his business-building opportunity and seized it.

A tall man, he could command attention and be seen by all as he turned round, held the bright brass extinguisher high, and remarked in off-hand, but convincing tones:

"You see, ladies and gentlemen, what did it. The —— extinguisher! It always does. Price $7.50, at the James Walker Hardware Store right here."

That was all; a few words, but very much to the point; an advertisement viva-voce addressed to a visible circle of interest, but with a far further reaching "pull" on the public, as developments proved. The James Walker Hardware Co. is still getting business, which originated with that incident of the street car fire, and the end of the business so directed towards this firm is by no means yet in sight.

But Mr. Fraser's business instincts were not satisfied into cosy complacence by the contemplation of immediate results in general inquiry for the fire extinguisher so effectively demonstrated in public. A street car had caught fire, passengers had been in peril, and the conductor and driver had been compelled to resort to brooms and iron bars as the best implements at their disposal for such an emergency. To suggest that the Montreal Street Railway Co. equip their cars with extinguishers seemed but the natural business course, and this Mr. Fraser promptly did. His manner of bringing the company's attention to the matter follows.

He made out an invoice charging the Montreal Tramways Co. with the sum of $1.50 for the complete re-charging of the extinguisher partly used to extinguish the street car fire.

He mailed this with the accompanying covering letter:

The Montreal Tramways Co., Ltd.,
Montreal, Que.

Gentlemen:

Enclosed we hand you an invoice which speaks for itself, and request that you issue an official order covering same.

Don't you think this
a very low price for
saving one of your cars?

A "——" extinguisher did the trick in just a few seconds—as they always do.

Will you give our representative an opportunity of discussing with you the question of equipping all of your cars with one of them?

Yours truly,
The Jas. Walker Hdwe. Co., Ltd.

"You see," he explained to HARDWARE AND METAL the other day, "I figure that the quickest and the surest way to command the active and interested attention of a large company is to hit them on the pocket-book. (It's effective with others besides big companies.) And the result of that letter was that

the morning after it was delivered I had a visit from the Fire Warden of the Montreal Tramways Company. He came to talk about the bill. He stayed to talk about fire extinguishers and the James Walker Hardware Co. I told him I'd be happy to give him the invoice receipted, together with the invoice for the company's first order for extinguishers from us. He told me that the company used '—— extinguishers' in their premises, and promised us a share of their business. I frankly explained to him that the invoice had already done its work in bringing him into business touch with our firm, and he left with a good impression of our store, which has resulted in many direct orders for our lines of goods from the Montreal Tramways Co."

As Mr. Fraser was talking, a gentleman came into the store and made some purchases at the auto accessory counter. Here was ocular demonstration of the truth of Mr. Fraser's words. The purchaser of auto accessories was none other than E. A. Roberts, president of the Montreal Tramways Co. HARDWARE AND METAL recognizing him, made a note of the fact, and Mr. Fraser went on to tell of an adventure of his in the store when he first learned the value of the fire extinguisher and became a dyed-in-the-wool advocate for it at every opportunity.

"I was priming a small oil stove with wood alcohol," he said, "and pouring the stuff direct from the bottle on the flame—a foolish thing to do, I admit. Well, the flame leaped back into the bottle. The bottle burned my hand, and I dropped it. Papers and light truck back of the counter caught fire. One of our men jumped to the fire alarm we have on the premises. 'Hold on!' I said, 'Give me a chance at this,' and I caught at the extinguisher there in its auto-carrier on the wall —"

"Well?" enquired HARDWARE AND METAL, as Mr. Fraser paused.

"Well, he didn't need to turn in the fire alarm, that's all," said Mr. Fraser. "The fire went out so quick that I've been a booster for this extinguisher ever since."

On another occasion Mr. Fraser used the extinguisher effectively in extinguishing a fire which had started dangerously smouldering along the dust which accumulates above furnace pipes. The furnace was in the basement of the firm's premises. These incipient outbreaks were caught and extinguished in the all-important "first five minutes."

"That is what this particular extinguisher is for," explained Mr. Fraser.

In further conversation with Mr. Fraser, HARDWARE AND METAL learned his ideas of the value of this particular agency as a reputation builder for any hardware store. Fire extinguisher purchasers, he pointed out, are usually the very people any good hardware store waits to attract into its precincts. They are the careful people who are willing to spend money well for a known economical result—safety and the reduction of insurance rates. They are the sort of people whose hardware needs have to be supplied with the first-class goods which it is a pleasure to sell. They have furnishings of value in their homes or they own automobiles, or in some such way they have property worth considering to protect from fire,, and people who have good things, and the habit of having good things, are the people who buy good things whether in hardware or any other lines when their goods require to be replaced. Thus, in Mr. Fraser's opinion, the subject matter of this article is something well worth the attention of the hardware retailer everywhere. His automobile accessory department cannot do without it, for since the British War Office ordered that a fire extinguisher be placed on every motor-propelled vehicle used by the War Department, and since Canadian insurance companies allow 15 per cent. reduction on insurance for cars equipped with fire extinguishers, the automobilist is a pretty certain prospect for a sale. Besides, the whole business of handling this line is dignifying to a hardware store and adds to its prestige, as well as awakening interest infallibly amongst customers of the inquiring turn of mind, who when informed on any subject frequently become purchasers. Farmers are especially interested in this line, for it promises security to them in lantern season when a spark may mean a devastating fire, if not instantly checked. To demonstrate the appliance is easy and interesting, one remarkable feature of the fire-quenching fluid being that it can be squirted over anything at all without doing the least damage. It does not stain the finest fabrics. It will not even cause ink to run on written pages. It is the only fire extinguishing fluid which does not short circuit electrical machinery, and the proof of this is found in the fact that the street car which was so promptly saved from fire in the motor box by Mr. Fraser, as told at the outset of this article, was able to continue on its trips unaffected by the trouble, though the extinguishing fluid came in direct contact with working parts threatened by the flames.

MATT HORTON AND HIS SELLING WAYS

(Continued from page 33.)

Horton Sells Customers Electric Fans

For example, I do my level best to sell all my cutsomers with electric current in their homes an electric fan at from $7.50 to $15; for an electric fan is a fine thing for every home, and especially in homes where there is sickness, and when the hot, breezeless, stifling days of summer are very trying to the one stricken. Most people will spend in a summer the price of an electric fan for ice cream and on outings; and so I need have no compunction about urging them to buy an article that will give comfort in the home for all and that will supply its blessing year after year at no cost but that of the current consumed. But I am not so ready to urge all my customers to buy high-priced or elaborate electric lamps—for the sake of making a profit out of them. I have regard for the circumstances of my customers and for the fitness of things; and not by my will or endeavor will some lamps I carry find their way into homes where they will be out of place by reason of their size or richness.

I hope you get this point I am making, because I count it one of the reasons for any success I have achieved. Some dealers are out to sell all they can to all the people they can, for profit's sake. My attitude is—Am I rendering my customers a **service?** If and when I am, then I am earnest in selling; but when I find myself or my staff selling for our advantage and the disadvantage of the customer, I put the brakes on.

(To be continued).

BEATTY BROS. TO BUILD FOUNDRY AT LONDON

Beatty Bros., of Fergus, who already have a downtown plant at London, Ont., are to establish a foundry at Chelsea Green, a London Suburb. The company will employ between 75 and 100 men in the foundry on the start, and plans to ultimately employ between 300 and 400. Between 50 and 60 of the first employees will be molders. The building to be erected will cost about $30,000, and 250 outgoing and incoming cars will be handled yearly for the company over the London & Port Stanley Railways. The company will manufacture iron pumps, barrel churns, grain grinders, and hand and power washing machines. Beatty Bros. have hitherto bought their castings.

TO ADD AUTO ACCESSORIES

H. W. Petrie, Limited, of Montreal, Que., are opening a large department for the sale of wholesale and retail automobile supplies and accessories, in addition to their regular line of iron and woodworking machinery. A. Carriere, formerly with John Millen & Sons, Ltd., Montreal, is in charge of this department.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

WHOLESALE and retail hardware firms are exercising great care in buying, but are nevertheless buying freely, in anticipation of a good spring demand. The trend of prices is still upwards. Stove manufacturers have advanced prices on stoves, ranges and heaters from 10 to 15%. With an advance of 15% this week the prices of one leading stove manufacturer are now 30% on steel and, 25% on cast ranges, over the prices in effect one year ago. Higher prices have been made inevitable owing to the heavy increases in the costs of pig-iron and other materials. Prices were this week withdrawn on iron and steel. Pig-iron prices were withdrawn several weeks ago. Owing to the serious shortage of coke one of the largest companies in Canada has been forced to close down one furnace. The demand for iron and steel is as insistent as ever. The serious freight congestion has caused a great deal of inconvenience in all branches of the trade. There is almost a famine in some sizes of iron pipe. Advances have been made this week in the prices of heavy hammers, putty, shellac, galvanized sheets, stoves and ranges, horseshoe nails, jack-screws, high-speed drills, ship augers, meat choppers, padlocks, braces, bits, rifles, guns, shoe thread, cow and trace chains. The scarcity and high price of leather has caused a further advance in the price of leather belting. Coal oil has advanced 1 cent per gallon, and lubricating oils are up from 1 to 2c gal. The reduction in passenger train service will have a tendency to disorganize the routes of travelers, and calls on the retail trade in small towns may not be made as frequently as formerly.

MONTREAL MARKETS

MONTREAL, Jan. 11.—With the year now well into its first month, and the holidays for the most part over, the hardware trade is showing every symptom of continuing in the course of last year's business. Seasonable trade adjustments are over. The retailers in the country are already beginning to look towards spring orders, and the next heavy run of orders may be expected to do with sap spouts, cans, can covers, maple tree drills and bits, etc. That all these lines will cost a little more this year goes without saying. But in all other directions business has opened briskly. The big wholesalers of Montreal found on their desks every day this week abundant shoals of mail orders from the retail trade, and indications are towards busy times this spring. Transportation conditions and iron and steel difficulties of delivery are fully as serious as ever at present.

Iron and Steel in Limitless Strength

IRON AND STEEL.—There is not the slightest "let-up" in the seriously difficult conditions besetting the iron and steel markets. Never were mills in more glutted condition as to orders for futures and work in hand. Absolutely adamantine independence is an attitude they sometimes assume as regards orders for article made of iron and steel. So serious is the shortage of many lines of heavy products that people urgently needing such things are prepared, it seems, to pay almost any prices for them and to accept delivery almost any time suggested that is at all within reason, provided they can only get a contract for the production of the goods signed But the mills are in no mood to gobble contracts, and orders for work wait patiently in long procession like the bread lines of days before the war.

Great Shortage of Wrouhgt Iron Pipe

WROUGHT IRON PIPE.—Something approaching to a famine condition begins to exist in the markets as regards wrought iron pipe in several important sizes. There is a marked and most inconvenient shortage noted in the 2-inch, 3-inch, 4-inch, 5-inch and 6-inch sizes. These pipes are all made in Canada, but to get more made is a serious problem with the mills so overloaded with orders, and the "skelp" from which the pipe is made, very hard to obtain in any sufficient quantities from the United States, from where it is imported.

Heavy Hammers Have Advanced Fifty Cts.

HEAVY HAMMERS.—Quite to be expected, considering the state of the steel and iron market, is the advance recorded this week in all lines of heavy hammers. Blacksmiths' sledges, the heavy hammers used in rock drilling, and all masons' heavier hammers are up in price by at least 50c per hundred pounds this week.

Galvanized Sheets Likely To Go Up

GALVANIZED SHEETS.—There is also a marked and most keenly noticed shortage in galvanized sheets at present, and before very long there may be found an advance in price in these over all previous advances, and not perhaps the last advance at that. The market is growing increasingly firm for these and all similar lines, and, as indicated in the mention made of iron and steel, there is no "let-up" anywhere in sight.

Charcoal Tinplates Exceedingly Scarce

TINPLATES.—Gradually the market has become almost totally barren of charcoal tinplates. Prices quoted for these in current quotations have for some time threatened to become merely nominal, and it is a great question now whether any large order for these could be filled in Montreal. It is, of course, impossible now to import any of these plates from Great Britain. It is impossible to import even hairpins from Great Britain now, let alone heavier materials of metal that might be useful in munitions making.

Stove Business Good: Prices Firm

STOVES.—Following last week's advance on stoves by some makers, the market remains exceedingly firm, with outlook for further firmness, due to the conditions in the iron and steel trade, also in relation to almost all materials

used in the manufacture of stoves and heaters. Plates for the manufacture of stove pipe and elbows are lamentably scarce in Montreal, but under these circumstances business is still reported progressing well for the season of stoves. Some manufacturers who did not advance last week have announced advances of from 10 to 15 per cent. this week.

Horseshoe Nails Higher in Price

HORSESHOE NAILS.—As indicated by the Toronto markets report last week, Capewell horseshoe nails are up in price also in Montreal. The prices quoted in Montreal this week are—No. 5, $4.25 per 25-lb. box; No. 6, $4; Nos. 7 and 8, $3.75; Nos. 9, 10, 11 and 12, $3.50. The discount is 10 per cent. off list.

Jackscrews Advance

An advance is recorded in jackscrews this week. The prices now quoted are 1¼ inches, $24 a dozen; 1½ inches, $32.40 per dozen; 1¾ inches, $46.80 dozen; 2 inches, $61.80; 2¼ inches, $90.50; 2½ inches, $108 per dozen.

High Speed Drills Up

High speed drills have advanced also this week, the advance taking the form of an altered discount from the former 80 per cent. to 90 per cent. on list.

Ship Augers Advance

Another advance is noted in ship augers, these being priced about 10 per cent. higher this week by the principa' firms handling them.

Shelf Goods Show A Few Price Changes

SHELF GOODS.—Not a great many changes have been made in prices of general lines of shelf goods for the present week, but there are still a few just to keep the ball a-rolling.

Universal Meat Choppers Change

An alteration upwards in price was made in Universal meat choppers, the advance running to 10 per cent. on previous prices.

Yale Padlocks Up Ten per Cent.

Yale padlocks also came in for a further increase of 10 per cent. on previously quoted prices. Night latches are included in this advance.

Miller Falls Goods Up Also

A 10 per cent. advance is recorded also in all Miller Falls goods, including the various braces and bitts manufactured by this firm.

Rifles and Guns New List: Old Prices

GUNS AND RIFLES.—Any retailer having one or two Ithaca guns on his sporting goods shelves or racks may safely advance the price of these by about 10 to 15 per cent. The Ithaca gun firm has issued notice of advanced prices to that extent on their goods. The Winchester Co. have brought out their new list showing one straight discount throughout of 5 per cent. on the arms and 2½ per cent. on the ammunition. This new list does not imply advanced prices, but is worth the attention of dealers interested.

Shoe Thread Shows Advances in Cost

SHOE THREAD.—A leading Montreal firm quotes prices on two lines of shoe thread as follows this week:—

Barbour's (lb.)—One oz. balls, No. 8, $1.64; No. 10, $1.72; No. 12, $1.75; No. 15, $1.82; No. 20, $1.87.

Imperial (lb.)—No. 8, $1.57; No. 10, $1.64; No. 12, $1.77; No. 15, $2; No. 20, $1.82.

Tin Shows Slight Stronger Tone

TIN.—A similar tendency to that affecting lead this week is noticeable also as regards tin. The indications are towards slightly more marked firmness in tin, though the prices are not altered this week as compared with prices quoted last week. Following are the prices at present:—$49 to $49.50 per 100 lbs.

LEAD.—From a condition rather weaker at time of last report, lead has this week emerged into greater strength. The variation is more in tone than in price quotations, for the quotations given last week still hold good, but the market for this metal seems to be recovering from the off-spell of the holidays. Prices are $10.25 to $10.50 per 100 lbs.

Sheet Zinc, Spelter and Solders Unchanged

ZINC AND SPELTER.—No change is recorded as regards zinc and spelter during the present week. Sheet zinc keeps very firm at 0.25c to 0.25½c per lb., and spelter $15 to $15.25 per 100 lbs. The market for these metals is steady, and demand and supply fairly well balanced for the time being.

Solders Unchanged

Tinsmiths' and wiping solder are unchanged as compared with last week's quotations, being quoted at 0.32c lb. and 0.30c lb. respectively.

Welding Compound Up

Prices for welding compound, Climax brand, are quoted this week at 9c a pound, and if taken in 100 lb. lots, 8c a pound. Cherry brand quotes straight 9c a pound.

TORONTO MARKETS

TORONTO, Jan. 11.—Most manufacturers are now entering the stage where they are working on high-priced materials and many lines of shelf hardware can be expected to go higher when these reach trade channels. Labor is also high-priced and this is an additional factor that will operate to send prices higher. Staple lines such as wire and nails have followed pretty closely the primary markets in the raw materials. But high prices in many articles have been slow in following the upward trend. Wholesalers assert that with these manufactured lines higher prices can be expected. Business during the opening days of the New Year has opened up excellent. January is usually considered a fairly good business month, but indications now point to a heavy trade. Wholesalers anticipate that February will be busy in proportion, although it is one of the quiet months in the hardware trade. Indications would seem to point to the fact that stocks are low in retailers' hands. The trade on a hand to mouth basis is excellent and bills are being met promptly. Wholesale houses are more careful in their buying, especially respecting future commitments. No contracts for an extended time are being made except in cases where it is clearly to their advantage so to do. Manufacturers, on the other hand, are not anxious to enter into contracts for the most part.

Stoves and Gas Ranges Advanced 10 to 15%

STOVES, RANGES.—There has been an advance on all stove lines from 10 to 15 per cent. With certain manufacturers the advance has been approximately 10 per cent., while with other manufacturers the increase has been 15 per cent. These latter changes are to take effect on Friday. All lines of heaters and ranges share in the advance. Gas ranges also are marked up in price from 10 to 15 per cent. The condition of the pig iron and raw material market has occasioned these advances. The advance on stoves market has been intimated in HARDWARE AND METAL as being a strong possibility for several weeks past. In the case of furnaces some of the manufacturers advanced their lines during December, which was recorded in these columns at the time. Other manufacturers will in all probability advance their prices in the near future.

Discount on Cow Chains is Now 25%

COW TIES.—By the changing of the discount on cow chains to 25 per cent. off

list a considerable advance has been recorded in these goods. The former discount was 32½ per cent. There is a firmness in all chain materials. Electric weld coil chain has also advanced, but the new net prices have as yet not been worked out by jobbers. The advance in cow ties follows one made effective within recent weeks.

New List on Firearms and Ammunition Lines

FIREARMS, AMMUNITION. — The Winchester Repeating Arms Company has announced that they will sell their firearms and ammunition from a new list. The ammunition list has been changed in order to allow a uniform discount to be made on all the various lines, the discount being fixed at 2½ per cent. for Canada. On the firearms sales are made net from the new list. The changes do not necessarily mean an advance either in the firearms or ammunition as the prices with the new list figure out practically the same as heretofore. The Winchester Company felt that because of the many discounts which had previously applied on their catalogue it was in the interest of efficiency to make a new list, giving a uniform discount. In the United States the discount off the new list is 40 per cent. When the 37½ per cent. duty is paid it makes it necessary to make the discount 2½ per cent. in Canada on the ammunition. It is understood the jobbers are selling the Remington-Arms-U. M.C. ammunition from the same list as the Winchester.

Paint Prices in Odd Lines Have Been Revised

PAINTS.—A revision in the prices of odd paint lines carried by some of the wholesale hardware houses provides for an increase in these articles. Among the articles in which this revision has taken place is aluminum bronze, bath enamel, enamel leather dressing, bronzing liquid, drier. The advance in certain instances on list prices is from 25 to 30 per cent. These advances follow as a result of the recent advance in paint lines by the manufacturers. The regular weekly report on paints will be found in the paint section.

Brass Snare Wire Up 5c to 8c Per Pound

SNARE WIRE.—An advance of 5c to 8c per pound has gone into effect on brass snare wire. In the No. 22 where the selling price was formerly 67c the new price is now 72c per pound in the 1-oz coils. For the No. 24 where the selling price was formerly 67c. the new price is now 75c. per pound.

Trace Chains Have Registered Advance

TRACE CHAINS.—An advance in the neighborhood of 10 per cent. has gone into effect by the changing of the discount for trace chains. Where formerly the discount was 35 per cent. off list price it is now 25 and 2½ per cent. This follows the general firmness in the market for all steel materials. Elsewhere an advance in cow chains and electric weld coil chain is recorded.

Very Firm Market in Manila Products

CORDAGE. — There is an increased firmness in the market for manila hemp products owing to an increase in the price of the fibre. In the United States the manila fibre is selling all the way from 15c. to 15½c. for fair current, 21c. for good current and 25c. for superior good current grades. This follows a firmness and an advance in the sisal fibre. Furthermore business in the United States in cordage lines at the present time is brisk. Ordinarily at this season of the year manufacturers are able to pile up a surplus of stock for the heavier demand in the spring. With the heavy demand at the present time practically all of the rope in that country is going into consumption. It is anticipated there will be a scramble for rope products there in the spring when so much outfitting on lake and river is done and for which large quantities of rope are required. To some of the cordage men the present situation would seem to indicate higher prices for manila rope.

Three-in-One Oil Advances 5 Per Cent.

OIL.—An advance of approximately 5 per cent. has been made in the price of Three-in-One oil. In the small 10-cent size the price is now 85c. per dozen as compared with 80c. formerly. In the large or 25-cent size the new price is $1.87 and in the handy can the price is now $2.08. The advance in this commodity follows a general firming in all oil products due to the higher prices not only for the crude oil but for the price of cans.

Belting Discounts Have Been Changed

BELTING.—An advance of approximately 5 per cent. has been made in the price of belting material by the change of the discounts. Extra quality belting is now quoted at 30 and 5 per cent. off list as compared with 30 and 10 per cent. formerly. For the standard quality the discount now is 40 per cent. off list. The discount in this latter grade was 30, 10 and 10 per cent. Scarcity of leather and firmness in all leather products is given as the reason for the advance. Leather tap soles and top lifts are holding steady in price and are selling at the same prices as provided in the lists of November 6.

Waste Products Will Probably Make Advance

WASTE.—There is a firmness in the market for waste and advances in this commodity are highly probable in the near future. There has been a heavy demand for this article owing to the good industrial condition brought about by the manufacturing of munitions and the increased activity in all lines of industry. Advances were recorded in the various brands of waste within recent weeeks of from c. to 1½c. per pound.

Market for Lead, Zinc and Solder Steady

LEAD, ZINC, SOLDER.—There was a steadiness in the market for all lead, zinc and solder products during the week. A decline of 1 c. per pound was recorded in lead pipe and lead waste pipe last week, but this has been the only ruffle to disturb the equilibrium of these products within recent weeks. Lead traps and bends are still quoted at net list. Wire solder is quoted at 27c. to 35c. per pound according to the grade. Zinc sheets are quoted at 25c. per pound, spelter at 13c. per pound and pig lead at 9¼c. to 9½c. In the primary market in New York pig lead held steady during the week and is quoted there at 7.40 to 07.50 per hundred pounds. Following are the quotations:—

Spelter, lb.	$0.13	....
Pig lead, per lb.	0.09¼	$0.09½
Lead pipe, lb.	0.13	....
Lead waste pipe, lb.	0.14	....
Lead traps and bends	Net list	
Lead wool, lb.	0.12	....
Lead sheets, 3 lbs. sq. ft.	0.12¼	....
Lead sheets, 3½ lbs. sq. ft.	0.12¼	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.12	....
Cut sheets, ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	0.28½	....
Solder, strictly, lb.	0.26	0.28
Solder, commercial, lb.	0.24½	....
Solder, wiping, lb.	0.23	0.26
Solder, wire, lb.	0.27	0.35
Zinc sheets, per lb.	0.25	....

The metal markets are still being influenced by peace talk and the situation is consequently somewhat unsettled. Copper has declined, otherwise prices are unchanged locally. Business which was quiet over the holidays is improving, and a renewal of former activity is anticipated.

COPPER. — Although coper has declined on account of peace talk, the position of this metal is still very strong, and a recovery is more than likely. The consumption of copper will be very heavy even after the war, which will have a tendency to keep prices up. Locally copper has declined ½c. and quotations are entirely nominal at 36½c to 37c lb.

TIN.—The market is steadier with a

fair volume of business. Quotations are unchanged and nominal at 48c. per pound.

SPELTER.—The situation is unchanged and the market has a quiet tone. Local quotations steady at 13 to 14c. per pound.

LEAD.—The market is characterized by a general tone of dullness. The leading interest maintains its price at 7.50c. New York, but the outside interests are understood to be selling below that figure. Local price 9½ to 9¾c. per pound.

ANTIMONY.—The market generally is featureless, with quotations unchanged at 18c. per pound.

ALUMINUM. — Quotations are firm but nominal at 68c. per pound.

PIG IRON.—There is no change in the pig iron situation, the general tone of the market being strong, though quiet. Prices of domestic pig irons are still withdrawn. In the U.S. the pig iron market is quiet. Buyers continue to wait for developments in international affairs before proceeding with the covering of requirements over the second half of the year. Prices continue firm, but unchanged.

IRON AND STEEL.—Prices on iron and steel bars were this week withdrawn. The market is decidedly firm and the demand is as insistent as ever.

Premier Sheets Have Advanced 80c Per 100 Lbs.

GALVANIZED SHEETS.—New prices have been announced for Premier galvanized sheets which provide for an increase of 80c. per hundred pounds on all the various grades. For the 10¾ oz. the price is now $8.30, on the U.S. 28 gauge $8, U.S. 26 gauge $7.70, Nos. 22 to 24 gauge $7.55, Nos. 18 to 20 gauge $7.40 and Nos. 14 to 16 gauge $7.25 per hundred pounds. The market for all galvanized sheets is very firm. There is strong probability that the Opollo brand may advance in the near future.

Coal Oil Has Been Advanced 1c Gallon

OILS.—Coal oil has been advanced 1c. per gallon on the grades of the Imperial Oil Company. Canadian prime white is now quoted at 12c. per gallon on a bulk basis. Royalite is also quoted at 12c. and Palacine is quoted at 15c. per gallon. There has also been an advance of 1c. to 2c. per gallon on lubricating oils. Black oil in the summer grade is quoted at 12c. per gallon and in the winter grade at 12½c. Cylinder green oil is selling at 36½c., paraffine at 19½c. and XXX machine oil at 22c. per gallon. These lubricating oils have been changed from a barrel-included basis to a bulk basis with an extra charge made for the barrel. These changes have been intimated in HARDWARE AND METAL as being strongly probable for some weeks past.

LONDON MARKETS

LONDON, Ont., Jan. 11.—Several further advances in prices have gone into effect this week. Business continues good, and is even better than usual for this season of the year. Most local retailers will complete stock-taking this week, and will start to take in spring goods as soon as possible. Collections are good.

Putty Advances 35c per 100 lbs.

Standard putty has advanced 35c per 100 lbs. This advance will not come as a surprise to those who have been following HARDWARE AND METAL'S paint market reports. It has been pointed out repeatedly that owing to the high price of whiting and linseed oil and the increased cost of containers, prices were bound to advance. The new prices are as follows:—

	Per 100 lbs.
Standard 100-lb. drums	$3.55
„ 25-lb. drums	3.65
Pure 100-lb. drums	4.35
„ 25-lb. drums	4.45

Differential Changed On White Lead

The differential on white lead in oil between Montreal and London has been changed from 15c to 20c, which makes the local price 5c per 100 lbs. higher than formerly. Pure white lead in oil is now quoted at $14.50 per 100 lbs. in ton lots, and $14.80 per 100 lbs. in less than ton lots.

Varnishes Advanced

A number of the lines manufactured by the International Varnish Co. have advanced 10 per cent. New lists are now being issued.

Horse Clippers Have Advanced

Hand horse clippers have advanced about 15 per cent. The Newmarket clippers are now quoted at $2 pair. Handicap clippers are $1.50 pair.

Stove Makers Advance Prices

Stove manufacturers generally have advanced their prices on stoves, ranges, heaters and gas ranges. One large local company has advanced prices 10 per cent. The advances on stoves will not come as a surprise. HARDWARE AND METAL has on several occasions stated that higher prices were inevitable owing to the increased costs of pig iron and other material, labor, etc.

Jenkins' Valves Again Advanced

Genuine Jenkins' valves have advanced in price. Globe, angle and check valves are now quoted at 10 per cent. off, and gate valves at 20 per cent. off list.

Horseshoe Nails Advance 1c Pound

Capewell horse nails have advanced 1c lb., and the new list per 25-lb. box is as follows (box):—No. 3, $19.25; No. 4, $9.25; No. 5, 4.25; No. 6, $4; No. 7, $3.75 No. 8, 3.75; No. 9, $3.50; No. 10, $3.50; No. 11, $3.50; No. 12, $3.50.

Discount from above is 10 per cent. in small quantities.

Wire Nails Changes

Wire nails remain firm at $4.70 base. Cut nails are quoted at $4.25 base.

Rope Remains Firm, Unchanged

All Manila and sisal products are firm in price. Quotations on rope follow:

	Lb. base.
Pure Manila	25½c
British Manila	21c
African hemp	21c
Sisal	20c
Cotton, 3-16 (per lb.)	41c
Cotton, ¼ and larger (lb.)	39½c

Spring Booking Has Been Good

Retailers have booked freely but cautiously for spring. Deliveries will be made earlier than usual this year. Some quotations on spring goods follow:—

Poultry netting, 30-10 per cent.
Screen cloth, 100 ft., $2.75.
Screen cloth, 50 ft., $2.80.
Bronze screen cloth, $14.
Harvest tools, 40 per cent.
No. 20 hinges, gross, $11.
Spades, shovels, 1sts, 35-10 per cent.; 2nds, 35 per cent.; 4ths, 20 per cent.
T. F. mowers, 50 per cent.
Eureka sap spouts, $7.50 M.

Oil, Turps and Glass Unchanged

The demand for linseed oil is very light. Prices are unchanged as follows:

	Raw.	Boiled.
1-2 bbls.	$1.15	$1.18
3-5 bbls.	1.14	1.17
6-9 bbls.	1.12	1.15

Turpentine is unchanged at 81c per Imp. gallon in single barrel lots; 80c per Imp. gallon in 2 to 4-barrel lots; 88c per Imp. gallon in 5-gal. lots.

Glass remains as follows:—Single dia., 20 per cent.; double dia., 20 per cent.; cut lights, 50-5 per cent.

WINNIPEG MARKETS

WINNIPEG, Jan. 10.—Winnipeg jobbers report stocks all taken and business for the New Year is in full swing. Already jobbers advise that their warehouses are commencing to hum with business and prospects point to a record month's business. This is encouraging indeed and the volume of orders on hand would indicate that the present rush will continue throughout the next few months. During the past few months retailers have shown a decided willingness to book their orders ahead and those who have done so will certainly be in the best position to receive their goods .

Already indications point to a shortage in many lines and when jobbers are willing to take orders for future shipment, they are practically certain of having their goods.

Many Prices Revised Upwards

During the past week, some price changes have gone into effect and the tendency in all lines is upward—the most important change for the week being in all makes of shovels, scoops and spades. Sisal rope and lath yarn, lanterns and leather belting are also included in the items, which take higher quotations.

The revision in the prices on shovels, scoops and spades provides for the following quotations:

Bull Dog and Jones Shovels: D. H. rd. pt. shovels, $11.10 doz.; L. H. rd. pt. shovels, $11.10 doz.; D. H. sqr. pt. shovels $11.10 doz.; L. H. sqr., pt., shovels, $11.10 doz.; D. H. spades, $11.10 doz.; L. H. spades, $11.10 doz.

Fox and Olds shovels: D. H. rd. pt. shovels, $10.10 doz.; L. H. rd. pt. shovels, $10.10 doz.; D. H. sqr. pt. shovels, $10.10 doz.; L. H. sqr. pt. shovels, $10.10 doz.; D. H. spades, $10.10 doz.; L. H. spades, $10.10 doz.

Above prices are for black finish. Full polished take a net extra of 50c per doz.; half polished, a net extra of 25c per doz.

Black cat and crescent scoops: No. 4, $10.65 doz.; No. 6, $11.40 doz.; No. 8, $12.10 doz.; No. 10, $12.80 doz.

Moose and Jones scoops: No. 4, $11.85 doz.; No. 6, $12.50 doz.; No. 8, $13.15 doz.; No. 10, $13.85 doz.

The price on Manitoba grain scoops for next season has been set at $8.40 per doz. and orders are now being solicited on this basis.

Lantern Prices Advance in West

The latest advance in lanterns, which amounts to 50c per dozen throughout the different styles brings this commodity to a point where one dollar will hardly buy a lantern retail. The cheap tin lantern which has regularly sold in the past for about 75c will have to go to at least $1.00 and a sudden jump of this amount figured on a percentage basis, is almost enough to frighten the retailer. The new prices are as follows:

Short globe, plain, $8.75 doz.; cold blast Japanned long globe $9.25 doz. Cold blast long globe 02, $8.00 doz.; cold blast long globe 4, $8.75 doz.; dash-round reflector, $12.50 doz.

Indications point to an increase in the price of cow ties, etc., and new discounts may go into effect within the next couple of weeks. It is also expected that a big advance in the price of axes will be made very shortly. Jobbers advise these are merely the forerunners to many lines which will be revised when new stocks, which are beginning to arrive in large quantities, are opened up and invoices checked.

Belting and Rope Have Advanced

Another revision in the discounts on leather belting confirm the opinions we have expressed repeatedly in HARDWARE AND METAL that all leather goods are due for decided advances and it is more than likely still further changes may take place in the near future. This advance in leather belting follows a similar one made a short time ago. New discounts are as follows:

Agricultural or No. 1, 47½ per cent.; standard, 30-10-5 per cent.; extra, 30-5 per cent.

The advance in sisal rope and lath yarn of 1c per lb., is undoubtedly in sympathy with address reports from New Zealand as reviewed in HARDWARE AND METAL two weeks ago. The outlook would seem to be that the high water mark has by no means been reached as yet and that Manilas will follow the lead of sisal is altogether likely. To-days prices on sisal rope and lath yarn are figured on the basis of 21c per lb.

Activity in the metal market has not been such as to affect quotations on galvanized and black sheets during the past two or three weeks and prices remain firm as follows:

Galvanized Sheets.

	Per 100 lbs.
Premier, Apollo or Fleur-de-Lis—	
10¾ oz.	$7 75
28	7 40
26	7 15
24	6 95
22	6 95
18 and 20	6 75
Black Sheets—	**Per 100 lbs.**
10 ga.	$5 70
12 ga.	5 75
14 ga.	5 65
16 ga.	5 75
18-20 ga.	5 90
22-24 ga.	5 95
26 ga.	6 00
28 ga.	6 10

Nearly every day sees excitement enough on the grain exchange floor but it is not all due to flax, and quotations remain fairly firm, with the result that no change is noticeable in the quotations being made on boiled and raw linseed oil. No change has been recorded in turpentine, either, and prices for these commodities remain as follows:

Linsed oil, boiler, $1.43 per gal. bbl. lots; raw, $1.40 per gal., bbl. lots; turpentine 85c per gal. bbl. lots; 88c per gal. ½ bbl. lots; 90c per gal. 5 and 1 gal. lots.

BLACK AND SPECIAL SHEETS

Under the above title the American Sheet and Tin Plate Company has recently issued an attractive and interesting booklet of 28 pages, 8½ by 11 inches, which deals instructively with the various classes of sheets produced by this company. In addition to reference made to the different classes of furniture and automobile sheets, stove and range stock, roofing, siding, etc., are several special tables and diagrams of a useful and interesting nature. There is also a diagrom depicting the course of material as it progresses from the ground, through the blast furnaces, steel and rolling mills and thence to the finishing departments and finally to the various products ready for use. These booklets are being distributed to the Canadian trade through their agents, B. and S. H. Thompson & Co., of Montreal.

CHARGING INTEREST ON ACCOUNTS

Probably no question of a legal nature is of more vital interest to the retailer than that involved in the matter of adding interest to overdue accounts. The question has been discussed a number of times, but it is doubtful if any merchant yet feels absolutely certain on all points arising out of the problem.

The most complete and authoritative statement ever made on this subject has been prepared by Walter E. Lear, for HARDWARE AND METAL. *It covers every point and shows the merchant absolutely what he can do and what he cannot do.*

The article will appear in next week's issue.

WHAT OTHER PAPERS SAY

HOW TO BECOME EFFICIENT

From *Dupont Magazine*

First. Ask your superior for a clear, comprehensive outline of the work he expects you to do and how he wants it done.

Second. Ask him further to suggest possible expansion of your activities along lines of value to him and calculated to increase your value to the concern.

Third. Lay out a written schedule of your expected and possible activities and record daily each completed performance, each omission, and, in your opinion, what percentage of efficiency you attained in any attempt to do a thing in which you did not wholly succeed.

Fourth. Strive daily to improve your performance, and to broaden your abilities and their application, crediting yourself with all sure progress and debiting yourself with all failures or partial failures.

Fifth. Make a monthly summary of your efficiency for your own study and comparison with past and future months.

Sixth. If the record fails to improve as a whole or in detail, go to your superior and ask his advice on how to overcome the obstacles that seem to block your progress.

The system here suggested is an automatic one based on the principle that every earnest man is the best judge of his own efficiency.

He knows when he is tardy.

He knows when he is on time, yet wastes time before getting into action.

He knows when his mental or physical motor is running and consuming energy without being in gear.

This system makes every man his own handicapper and his own undodgeable censor.

The suggestion that appeal for advice be made to his superior is based on the fact that any intelligent employer thinks far more of the earnest striver for success who recognizes his own shortcomings and sincerely seeks help than the vain-glorious braggart who assures himself and everyone else he is a world-beater in his line.

Try this system for six months and prepare for a surprise in the shape of promotion and increased pay.

WHO SELLS ACCESSORIES IN YOUR TOWN?

From *American Artizan*

According to reliable estimates, three hundred thousand new automobiles will be sold by manufacturers during the year 1917 and according to the same source of information, there will be in actual use during the year, one automobile for every eight families in the entire country.

This very general use of automobiles—both for pleasure and business purposes—of necessity carries with it an immense demand for repairs, tools and other articles grouped under the broad classification of Automobile Accessories, a large proportion of which yields a very liberal rate of profit to the retail distributor.

When the automobile was regarded as a mere luxury, this class of merchandise was usually obtained by the automobile owner from the garage operator or else direct from the manufacturer, but with the rapid growth of the industry and the general adoption by business enterprises and private persons of the automobile, it soon was found necessary to secure better means of distribution, and it is a significant fact that the most successful manufacturers of Automobile Accessories—those whose products are in most general use—have found the retail hardware store the most efficient means of retail distribution.

We have upon many occasions called attention to the progressive attitude taken by live retail hardware dealers with regard to this comparatively new line of merchandise. Upon many occasions, we have described and shown illustrations of well organized Automobile Accessory departments in retail hardware stores and have related how such stores conduct this department with profit to themselves and satisfaction to their customers as well as to those whose products they handle.

The day of the direct-from-manufacturer sale of Automobile Accessories is past and gone. The successful manufacturer of such articles recognizes to-day that his retail outlet—the one that insures him the safest and most profitable means of distribution—is that of the retail hardware store.

The automobile owner to-day looks to the progressive retail hardware store as his source of supply for the hundreds of various articles classed as Automobile Accessories.

This is, of course, as it should be, for in a very large measure the items classed as Automobile Accessories are "kindred" to hardware and they "belong " in the retail hardware store.

STEEL EXPORT PRODUCTS.

From *American Metal Market*

Some time ago, when there was discussion as to whether the demand for steel in the United States would fall off on account of the high levels the market had attained—and prices are now still higher—it was asserted that the market could readily stand a material diminution in the domestic demand, as foreign buyers stood ready to take a much large tonnage than had hitherto been allotted them, the mills having had to limit their sales on account of being so well sold up.

If anyone still entertains this view it had better be dismissed, for the shipping situation shows clearly that steel exports cannot be increased, no matter what the desire is on the other side for American steel. The losses in vessels have been heavier of late than formerly, and a careful review made in shipping circles leads to the conclusion that according to present conditions and prospects it will not be possible to ship iron and steel abroad this year at the full rate that obtained in August, September and October, when the exports were heaviest. In the three months the shipments of all iron and steel commodities that are returned by weight represented a rate of nearly 7,500,000 gross tons a year, this including pig iron, scrap, castings, etc., in addition to regular rolled steel products.

This is on the basis of shipping conditions as they are seen at present. As to the peace talk, it may lead to peace, in which case there will hardly be as great pressure to export, while if the talk comes to a dead end there is a possibility of a fresh and worse era of frightfulness on the part of the German submarines.

So, whatever the course of the steel market in 1917 it will be a course influenced almost wholly by domestic conditions.

MENACE TO THE CUTLERY TRADE.

From *The Ironmonger*

The position of the cutlery trade due to the threatened curtailment of supplies of steel, to which we referred last week (p. 43), has undergone no change. There have been deputations to the steel branch of Ministry of Munitions, and the grave consequences which will ensue to thousands of people in Sheffield if no arrangements are made to enable cutlery makers to obtain open-hearth steel have been forcibly explained to the heads of the Departments concerned with this matter, but these and other efforts in the same direction appear to have had no effect so far. The authorities state that all the steel that is being produced is wanted for the purposes of the war, compared with which the stoppage of any private trade cannot be considered. The trade, however, is not disposed to be snuffed out without a further struggle, and the matter has now been taken up by the Lord Mayor of Sheffield and the Master Cutler, who are arranging for an influential deputation, including the M.P.s for the city and leading manufacturers, to wait upon the Ministry of Munitions.

The trade has a concrete proposal to submit to the Ministry—namely, that sufficient steel to meet the needs of the cutlery makers for, say, six months should be released for the purpose and distributed among the individual users through some existing organization, preferably the Sheffield Cutlery Manufacturers' Association. The quantity involved is trifling in relation to the aggregate output of steel; indeed, it is doubtful whether more than sixty tons per week is consumed in making cutlery apart from war and export orders, and to cut off that small quantity would involve a vast amount of loss, inconvenience, and industrial disturbance which would not be limited to the Sheffield area. The Government has reminded the trade that it is entitled to buy and use shell-discard steel without restriction of any kind and that there blades, and they are experimenting with the is plenty of it on the market; but the makers have no experience to enable them to judge whether such material is suitable for knife-object of satisfying themselves on the point.

In the matter of celluloid supplies, the cutlery trade has succeeded in obtaining the full concession asked for, the authorities having agreed to remove the material from the list of prohibited imports, although it is intimated that the privilege may be withdrawn should such a step be called for by the exigencies of shipping. No celluloid sheets can be obtained anywhere except in the United States, so that if the prohibition had stood, the manufacture of table-knives must have ceased except as regards a very small proportion of the trade, as there is no substitute for the material available.

PAY WHILE WE CAN

From *The Financial Post*

There is no royal road to the land of high living and low prices. The reason there is so much complaint about high prices is that we want to live well—as well as before the war, and even better. Those with fixed incomes, including the salaried classes, are of course unable to maintain previous standards in the face of rising prices. Other classes are- however, despite rising prices, actually improving their standards by reason of disproportionately increased incomes. Wages and prices will not fall until the soldier man-power returns to productive effort, or until those who remain at the bench and on the farm, or in the office, conserve what supplies are produced. The only effective normal method of checking prices at the present time is to check the consumption of those who have increased incomes, and the only way to do that consciously and effectively seems to be by means of taxation. As long as the Government borrows abroad to get the funds to buy war supplies, leaving to the citizen his wartime profits, or increase of income, to bid against the Government for the same supplies, prices will continue to soar. If the Government deprives the extravagant spenders of their squandering power, it will finance the war at once at less cost, for supplies, and incidentally save the dependents of the overseas men and others who have fixed incomes from the injustice of an ascending scale of prices. It is sound Government finance and justice to the dependents of soldiers that are the fundamental problems involved in the so-called high cost of living problem. It is the Minister of Finance who should deal with the price problem. In this there is room for a New Year's Resolution.

Completion of Fifty Years in Business

A. C. Leslie & Co., Montreal, Hold Re-Union—History of the Company—Founded by A. C. Leslie in 1866

A PLEASANT re-union was recently held by the staff of A. C. Leslie & Co., Ltd., Montreal, on the completion of the company's fiftieth year in business. A luncheon was held at the Canada Club. About thirty were present, including the wives of some of the staff. A splendid programme was provided by members of the staff.

Interesting reminiscences of the old times were given by officers of the company.

In the latter part of 1866 the late Alexander C. Leslie, who had been manager for the wholesale hardware firm of R. Juson & Company, of Hamilton, Ont., moved to Montreal and started for himself as a manufacturer's agent. Mr. Leslie, who was a Scotchman by birth, but brought to Canada in early childhood, had gained a thorough knowledge of the hardware business, first with the retail firm of Benson & Company, St. Catharines, Ont., and later with R. Juson & Company. He soon secured agencies for a number of British and other manufacturers of all kinds of iron, steel, hardware and cutlery, and by dint of hard work and close attention to the interests of his customers, built up a very successful business. As years went by the development of manufacturing in Canada, and other causes, led to many changes in the nature of his business, general hardware lines being gradually dropped, with the exception of cutlery and silverware and more exclusive attention devoted to heavy goods, especially to black and galvanized sheets, tinplates and kindred lines.

In 1896 Mr. Leslie, who was then in failing health, admitted as a partner his son, William S. Leslie, who had been connected with the firm since 1885, and had for about eight years been in charge of their Toronto office. Mr. Leslie, Sr., died in November of that year, and a new partnership was formed under the old style of A. C. Leslie & Company, composed of William S. Leslie and Albert H. Campbell, for many years with Frothingham & Workman. With the new growth in Canada, the business rapidly developed and travelers were sent to parts of the country which had been rather neglected, and greatly increased connection established from the Atlantic to the Pacific.

W. S. LESLIE,
President A. C. Leslie & Co., Ltd.

The old premises at 445 and 447 St. Paul street, were occupied for over thirty years, and were known to many of the older members of the Canadian hardware trade. They were abandoned for offices in the Board of Trade Building, and later in the Merchants' Bank Building. Later the firm moved into the new warehouse at 560 St. Paul street, and as this was soon overcrowded they added in 1915 a new warehouse for some of their heavier stock with a large yard on St. Thomas street.

Early in 1916 the late E. H. Copland, sole partner of Copland & Company, importers of metals, fire bricks and chemicals, died, and this business was bought out by A. C. Leslie & Company, who continued the fire brick and chemical business as a separate department.

The growth of the business, which has steadily continued, and the desire to give employees an interest, led to the incorporation of A. C. Leslie & Company, Limited, in January, 1907. A few months later, Mr. Campbell, who was the vice-president of the company, passed away in the prime of life, leaving a record of which any man might be proud. He was succeeded as vice-president by Thomas H. Jordan, while E. H. Copland, the secretary of the company, was elected a director, W. S. Leslie being president, and the business has continued to the present time under the management of these directors.

The company's Toronto office had for some years been in charge of George B. Ball, and at the beginning of 1912, W. Thos. Cox was sent to Winnipeg to open an office, and under his management the western trade has largely developed.

Four of their staff have enlisted for active service with the colors. The first of these was Mr. Ball, of Toronto, who although considerably over military age, joined the 43rd Battery, raised in his old home town of Guelph, Ontario, and is Quartermaster's Sergeant of that Battery at the front. Fred G. Smith, who qualified first as a cavalry officer and then as an infantry officer, has gone overseas with the 183rd Battalion from Winnipeg, and transferred to the 52nd Battalion from Port Arthur, as a Platoon Officer. Angus MacNish enlisted as a gunner in the 66th Battery, and is now in camp in England, while the last of the four, J. N. McCuaig, is Quartermaster-Sergeant in the 245th Battalion now recruiting in Montreal, under Lieut.-Col. C. C. Ballantyne. Another former member of the staff, Russell Taylor, who enlisted with the 13th Battalion of Highlanders, was taken prisoner in the Battle of St. Julien, and is confined in Germany.

THOS. H. JORDAN,
Vice-President A. C. Leslie & Co., Ltd.

EDWARD H. COPLAND,
Director and Secretary A. C. Leslie & Co., Ltd.

Beatty Bros. Limited Hold Convention

Third Annual Convention Held at Head Office, Fergus, Ont.—Banquet to Staff—Practical Discussions on the Firm's Products.

BEATTY BROS., Limited, held their third annual sales convention on December 27 to December 29, the Eastern sales force meeting at the head office of the firm at Fergus, Ont., and the Western sales force meeting at Winnipeg, Man.

The salesmen from the Maritime Provinces travelled to Montreal, where they were entertained by the Montreal branch. A special car conveyed them with the Quebec salesmen from Montreal to Fergus, where on their arrival they were met with a hearty reception at the station by the sales managers and sales force of Ontario, with the following yell:

Yell! Yell! Yell!
For Old Ontario, yell.
You bet your bottom dollar
We've got a right to holler.
We set the pace
Around this place
When we go out to sell.

Quebec men, however, replied right lustily with—

Watch us zip!
Records rip!
We'll make the others hop,
Quebec will be on top.
There's nothing that will check
Q-U-E-B-E-C Quebec!

Then, with banners floating in the breeze, they marched into the town to their various billets.

The first session commenced at 1.30 p.m. on Wednesday afternoon, Dec. 27, with an address of welcome by the president. The following is the programme as followed:

Wednesday—Welcome by the president, Geo. Beatty; Review of Past Year and Outlook, J. B. Brown; Our Industry, M. J. Beatty; B.T. Cow Stalls, T. A. Farnell; Installing B.T. Stalls, J. C. Colthart; the Manufacturing Situation, W. L. Ham; Relation of Study to Results, D. R. Potter.

Thursday—Manure Carrier, W. A. Fitzsimmons; Horse Stable Fittings, W. D. Mitchell; Installing B.T. Cow Stalls, J. C. Colthart; Ready to Ship Pumps, R. B. Stewart; Cylinders, W. G. Beatty; Ladders, John Tweddle. Banquet (sales and office force and factory heads); concert, G. Beatty in chair.

Friday—Hay Tools, H. A. Rutherford; Hay Tools, M. J. Beatty; Tanns, Hog Troughs and Churns, N. J. Dick; Water Bowls, D. G. Harrison; Cow Stalls, T. A. Farnell; Helping the Factory, F. Deacon; Helping the Office, H. Ham; Answering Questions, M. J. Beatty.

On Thursday evening 120 persons sat down to the banquet and partook of the many good things provided.

Professor Dean, of the Ontario Agricultural College, Guelph, and T. E. Bissell, of Elora, were the speakers of the evening.

Amongst those present were three late members of the force now in khaki Lieut. O. B. Brown, Sergt. H. Robertson, and Pte. L. R. Boys.

A good programme was provided by the members of the office staff, and was thoroughly enjoyed by all present.

There were also presentations made to the different salesmen as winners in the various competitions, percentage increases over last year's sales and highest standings at head office, Montreal Branch and St. John Branch.

The decorative scheme was well carried out. Above the door and across the whole office front was the greeting "Welcome Home." At the entrance two large posters were displayed bearing the inscriptions of "Good-bye, 1916. You've been a good year;" and "Welcome, 1917. You'll be the best year yet." Down the hall and at each side was draped with Union Jacks and bunting. At one end and facing the door was a photogravure of the King; at the opposite end a photograph of the president, Geo. Beatty. On the left a large card, well designed and executed, displayed the names of the 104 men who have enlisted from the firm as an honor roll. The convention room also was decorated with patriotic bunting. Around the walls and pillars were displayed cut-outs of milk products. Large cards told of the food values of milk. On the centre of each table was a huge dummy milk bottle.

The work of the convention, as outlined by the programme, was principally practical demonstrations of the company's goods. Messrs. Rolph, Tweddle and Coleman were amongst the salesmen heading the lists.

Group photograph taken at Beatty Bros. Convention.

EVENTS IN THE TRADE

Fire Losses

Winnipeg, Man.—Winnipeg Hardware and Jobbing Co. suffered loss by fire.

Business Changes

Travers, Sask.—John M. Taylor has purchased the hardware business, property, and building of C. W. Gray, Fifth Street, Lethbridge.

Death of T. Pinch

Thomas Pinch, for many years a leading hardware dealer, at Paisley, Ont., died at his home in Victoria, where he has lived for the last eight years.

$15,000 Bonus

At the beginning of the year, J. H. Ashdown Co., Winnipeg, distributed $15,000 among their 500 employees as an expression of appreciation of their services during the past year. The bonus amounted to 5 per cent. of the employes' salary, and went to all who had been in the company's services for over a year.

$500,000 Blaze at Vancouver

At 11 o'clock on Friday night, Jan. 5, fire destroyed a Vancouver warehouse of Wood, Vallance & Leggett, with a loss of over $500,000. The building contained $700,000 worth of stock, but it is expected that all except $300,000 of it will be salved. The loss on the five-storey building is above $200,000.

Industrial Notes

Victoria, B.C.—The Aetna Iron and Steel Co. is applying for a site on the terminal area on which to erect a plant.

Cobourg, Ont.—The Federal Steel and Foundry Co. are having plans prepared for a steel plant and rolling mill, to cost about $250,000.

Montreal, Que.—Samuel Osborn, Canada, Ltd., will shortly establish a plant here for the purpose of manufacturing high-speed tools for machine shops and special uses. They will also have a hardening plant in charge of a Sheffield expert for treatment of steels. This arrangement will enable the company to make quicker delivery and give better service generally to their customers.

Memorial to Capt. Warren

Toronto, Ont.—As a fitting memorial to their late president, Capt. Trumbull Warren, a member of the 15th Battalion, 48th Highlanders, who gave his life at Ypres, Belgium, on April 20, 1915, the employees of the Gutta Percha & Rubber Manufacturing Co., through their president, C. N. Candee, have presented the superintendent of the Toronto General Hospital with $5,000, for the purpose of endowing a bed.

The bed, which has been placed in one of the men's surgical wards, bears a brass plate inscribed as follows:—

"A memorial to Capt. Trumbull Warren, of the 15th Battalian, 48th Highlanders, killed at Ypres, Belgium, April 20, 1915. Endowed by the employees of the Gutta Percha & Rubber Manufacturing Co."

The bed will be used as far as it is possible for soldiers only.

Obituary

Mattawa, Ont.—The death occurred here of J. Loughrin, dealer in hardware, etc.

Campbellford, Ont.—The death occurred here of Bertram Dawson, president Dickson Bridge Works, Ltd.

Stouffville, Ont.—The death occurred here of James O'Brien, who conducted a hardware and furniture store. Mr. O'Brien was 82 years of age, and was the oldest continuous resident of this town.

Galt, Ont.—The death occurred here this week of Hugh McCulloch, aged 61 years. He was president of the Goldie & McCulloch Co., Ltd., vice-president of the Galt Malleable Iron Co., Ltd., and of the Galt Art Metal Co., Ltd., and a director of the Gore Mutual Fire Insurance Co. A native of Galt, he was closely identified with the industrial progress of the city. He is survived by one brother, R. O., of Galt, and one sister, Mrs. Charles A. Shearson, Toronto. The funeral was held Wednesday afternoon.

Kingston, Ont.—The death occurred here of Robert John McKelvey, aged 52 years. Mr. McKelvey was a partner in McKelvey & Sons, and had been in business here for many years. He took an active interest in many branches of public life and was a member of the A.F. & A.M., I.O.O.F., and also an active member of the Y.M.C.A., the Curling and Bowling Clubs, and of the Board of Trade. For a number of years Mr. McKelvey was a member of the Board of Education, and became its chairman for a year. He showed an interest in military matters, being at one time a captain in the 14th Regiment, P.W.O.R. In the Northwest Rebellion he went on active service, and was stationed in Fort Henry.

Personal

Mr. F. L. Hopkins, of the Stevens Arms Company, was in Montreal this week.

Wm. M. Crawford, sales manager of Sheet Metal Products, Winnipeg, has been east on a business trip.

E. A. Rudin, of Toronto, called on business acquaintances in Montreal during the early part of the month.

J. C. De Wolf, of Middleton, Conn., U.S.A., visited business friends in hardware circles in Montreal this week.

R. C. Stevens, of Wallingford, Conn., U.S.A., was in Montreal this week calling on friends in the hardware trade.

Friends of W. G. Beatty, manager Beatty Bros., Ltd., Fergus, Ont., are congratulating him on arrival of a son.

S. L. Lowther, well known in leather trade and hardware circles in Montreal, paid that city a visit this week from Toronto.

F. W. Whelpley, vice-president of the Bicknell Thomas Co., Greenfield, Mass., U.S.A., was in Montreal during the present week, and called on friends in hardware circles.

A. E. Donovan, manager of the Cushman Motor Works, Winnipeg, has returned from a visit to headquarters of his firm in the United States.

J. St. Mars, western manager for J. Millen & Son, Ltd., auto accessory jobbers, is leaving for Chicago at the end of this month, where he will meet Mr. Millen.

A. J. Wright hardware merchant of Glencoe, Ont. has been elected as Reeve. Prior to his election as Reeve Mr. Wright served for four years in the Council.

John McClary, President McClary Mfg. Co., last week celebrated his 88th birthday. Mr. McClary visits his office regularly each day. He also takes a keen interest in civic affairs.

E. A. Ritch, of the staff of the Weyburn Hardware Co., Weyburn, Sask., was married on Christmas Day to Miss Mildred Wise, of Hamilton, Ont., the ceremony taking place in the latter city.

D. E. Dalzell has joined the travelling staff of the Merrick Anderson Co., Winnipeg, and will represent them in Southern Saskatchewan. He was formerly with the Winnipeg Paint and Glass Co.

Miles Vokes, President Vokes Hardware Co., Toronto, was unanimously appointed Chairman of the Board of Education. Mr. Vokes has served three years on the board ten years as chairman of the property committee.

H. B. Seybold, of the firm of Starke, Seybold & Co., spent the end of last week and early part of the present week in Buffalo, U.S.A., attending an interesting convention of the Beaver Board Co.

R. H. Rucker, of the firm of Henry Rogers, Sons & Co., cutlers, Sheffield, England, has been appointed to the committee to advise the Ministry of Munitions on metal interests. Mr. Rucker is chairman of the Metal Exchange, London.

D. M. Kagay has joined the S. F. Bowser Co., Inc., Fort Wayne, Ind., and Toronto, as manager of the publication department. Mr. Kagay leaves the Richards-Wilcox Mfg. Co., Aurora, Ill., where he has for the past three years held the position of advertising manager and editor of the two house organs published by that firm.

St. John, N.B., News

The retail hardware stores of St. John have decided to close on Saturday evenings during January, February and March.

The annual dinner and reunion of the executive staff and salesmen of the Maritime Nail Co., Ltd., and the Canada Nail & Wire Company, Ltd., St. John, was held this week at the Manor House. Among those present were: S. E. Elkin, president Maritime Nail Co.; Leslie Smith, Ontario territory; G. V. Flower, Nova Scotia territory; B. Y. Elkin, sales manager Quebec and Ontario; E. Presscault, Quebec territory; W. G. C. Simpson, Montreal manager; L. Marshall, assistant superintendent Maritime Co.; A. Martineau, manager Quebec branch; W. A. Pattison, P.E.I., and N.B. territory; Frank Scott, secretary-treasurer, Canada Nail Co.; Wm. Boucher, Quebec territory; H. A. Marvin, assistant general manager, Maritime Nail Co.; George S. Blizzard, superintendent, Maritime Nail Co.; C. N. Labelle, Quebec territory; Major G. M. Johnson, former sales manager; Wm. Cameron, Ontario territory; S. S. Elliott, director, Maritime Nail Co There were also a few invited guests present.

Hardware men in St. John report good business for 1916, with steady demand for most staple lines and remarkably good business in holiday goods at Christmas time. Increased cost of doing business has been an adverse feature, bearing particularly on the retail trade.

C. B. Allan, formerly a leading hardware merchant of St. John, who has devoted his entire time to the duties of treasurer of the patriotic fund since the beginning of the war, has tendered his resignation, and it has been accepted with expressions of great regret. During his tenure of office the proportionate cost of administering the fund has been lower than in any other province in Canada.

CONVENTION TO BE HELD AT HAMILTON

(Continued from page 31.)

the past two years. An effort will be made to boost the membership to 500. It was pointed out that the cost of membership is very small when compared with other associations of a similar character. The present fee ($3) covers membership in the association, convention privileges, members' price book, and the various services such as account collecting etc., which the association has to offer.

Resolution of Condolence

Several members of the committee referred to high esteem in which the late W. W. Bennett, Gananoque, Ont., was held by the members of the Association. At the time of his death Mr. Bennett was an Executive member of the Association. The following resolution was adopted, and will be forwarded to Mrs. Bennett by the Secretary:

"It was moved by W. F. Macpherson seconded by C. W. Conn that the Advisory Committee of the Ontario Retail Hardware and Stove Dealer's Association, on behalf of the Executive tender to Mrs. W. W. Bennett, and daughter, our sincere sympathy in the loss they have sustained through the death of our late Executive member, Walter W. Bennett. His hearty cooperation and interest in the welfare of our Association made him a valuable member of our Executive, and his assistance and counsel will be missed by those who were associated with him.

His consistent and blameless life, we feel, has well fitted him for entrance into that larger life beyond, the attainment of which dwarfs all material interests. We believe that your personal knowledge of this, will temper your grief in your bereavement in which you have our heart felt sympathy."

Unfair Competition

Many of the retailers feel that they have some real grievances regarding certain manufacturers selling their products at prices which enable the department stores and mail order houses to sell the goods retail, at lower prices than the retailers can buy for at wholesale. It is said that there is much unfair competition in selling kitchenware, garbage cans, wash boilers, tea kettles, roasters, tubs, oil stoves and other articles. Certain members state that they are going to the convention largely to take part in the discussion of this subject. They claim to have some interesting evidence to offer. It is expected that some definite action will be taken. Several members of the Association, not on the committees, state that this question has been dealt with in a half-hearted way at previous conventions, but it is now time for the Association to get busy and do something. Not a few complaints have been heard recently, about the association's lack of aggressiveness when certain important matters have come up, and which have required definite action. It is felt in some quarters that if the Association took a decided stand and helped to eliminate some of the objectionable problems now confronting the retail hardware trade, that the membership could be increased at a rapid rate.

The coming convention will be a strictly business one in every sense and it is felt that trade problems will receive more attention at the coming convention that at any previous meeting in the history of the Association.

The members' price book and services which have been developed so successfully by Secretary Macpherson, will also be discussed at the convention, and it is possible that the service may be further enlarged.

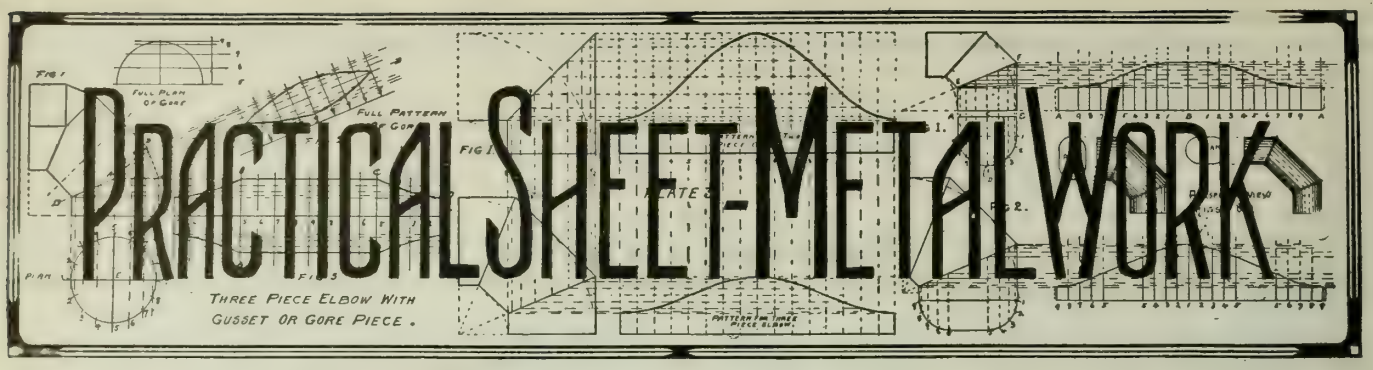
"Delivery problems" is the title of a subject which will in all probability come up for discussion. In many towns co-operative delivery systems are working successfully. Delivery costs have advanced by leaps and bounds during the past few years. Several members have suggestions to offer as to how delivery costs can be reduced.

Part of one session will be devoted to a discussion of tinshop problems and costs, etc.

Secretary Macpherson suggested that the "Inventory" be discussed at the coming convention. Mr. Conn pointed out that HARDWARE AND METAL had recently published some good articles on the subject. Secretary Macpherson stated that he had read the articles in HARDWARE AND METAL. He felt that the subject was a very important one this year owing to the rapid change in the costs of goods and he felt that the members would be interested in a discussion on the subject.

The "Question Box" discussion will be one of the most important features of the Convention. In past years it has always been one of the most interesting discussions and has brought forth many real practical ideas.

There promises to be a lively discussion on the disparity of prices now being quoted by retailers on various lines of goods. In many cases retailers are selling goods at prices below the present wholesale cost.



BY THOMAS STANFIELD

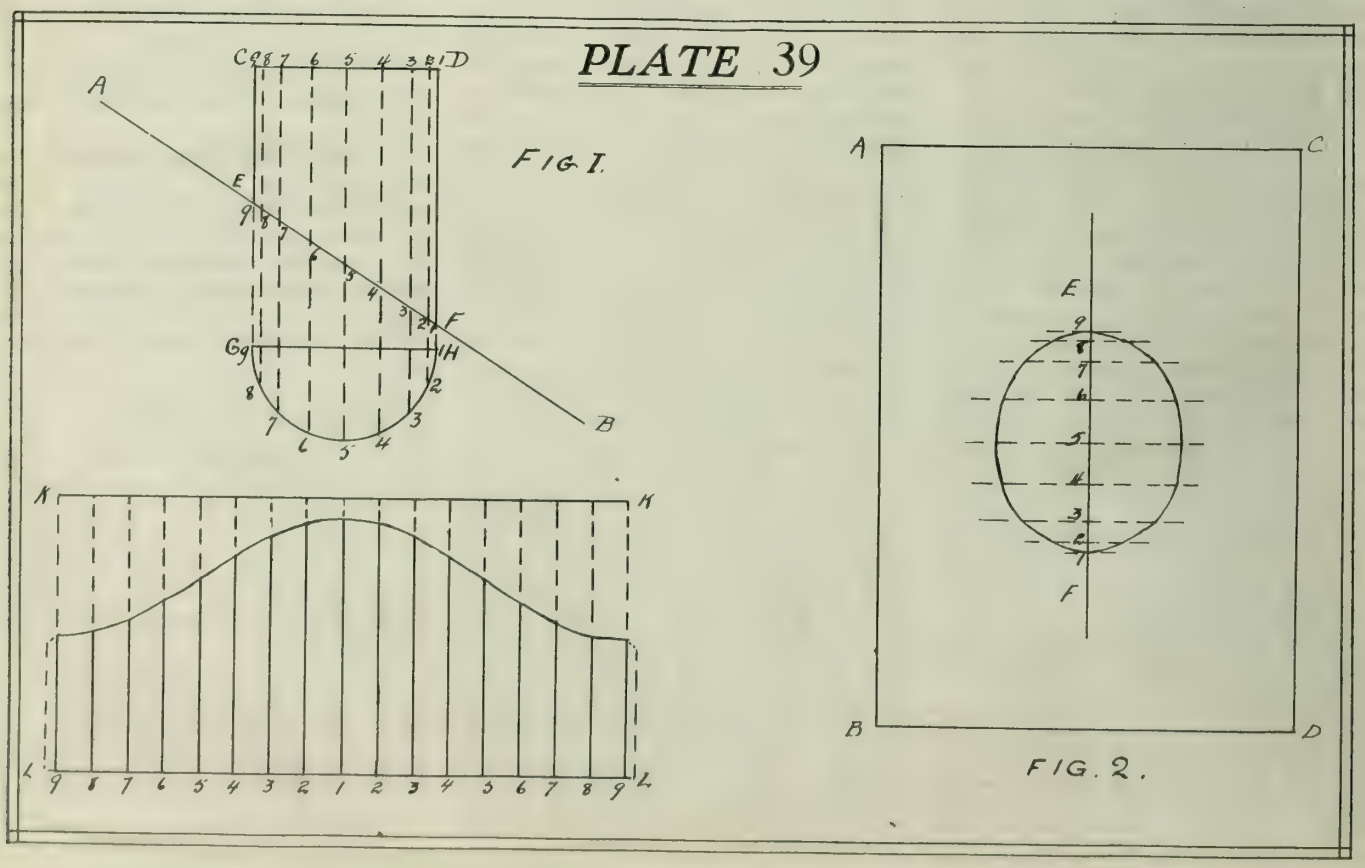
IN this is shown a round pipe resting on a roof of one pitch or slope, with flange for pipe at roof line. In Fig. 1, or the side view, let A-B represent the slope of the roof, and C-D-E-F the elevation of pipe joining same. To develop pattern for pipe with cut to fit the roof proceed as if cutting a section of an elbow, on C-D or on a line parallel to it as G-H, draw a half section of the pipe as shown by semicircle, and divide into a number of equal parts as shown by 1, 2, 3, 4, etc., from these points draw lines parallel with D-F, extending them until they join the lines C-D and E-F, our next step is to draw two parallel stretchout lines as K-K and L-L, now erect lines at right angles to L-L joining to K-K as shown line on either end at K-L. From this point set off with the compasses or dividers the spaces 1, 2, 3, 4, etc., on section on line G-H, repeating to make the circumference complete. With compasses measure distance from line C-D, to the point on line E-F which is intersected by the lines drawn from points in section on line G-H, commencing at C, measure the distance C to E, and set off from line L-L on line K-L. Measure the next line 8, to its intersection at E-F, and set off from L-L on second line, which can be numbered 8 to correspond to line on C-D. Measure the next line 7 to its intersection with E-F and set off from L-L on line 7. Proceed in same manner with remaining lines 6, 5, 4, 3, 2, 1, which will form one-half the pattern, to complete full diameter repeat as shown on lines 2, 3, 4, 5, 6, 7 in the same manner. A line drawn through the points obtained will give outline of pattern required.

To obtain pattern of flange with opening for pipe, draw the outline of flange as shown in Fig. 2, by A-B-C-D, draw a line through the centre of flange, parallel with A-B, as E-F, on this line set off the spaces between E and F, found by the lines drawn from section G-H in Fig. 1. With compasses measure, from line G-H to the points of circumference as marked by divisions 1, 2, 3, etc., and set off on both sides of line E-F, on flange, Fig. 2. Setting distances obtained on lines numbered to correspond, as shown at point 1 on line 1, 2 on line 2, 3 on line 3, etc. A line drawn through points obtained will give outline of opening in flange to receive pipe.

(To be continued.)

Dominion Incorporations

The Canada Glass Works, Ltd., capitalized at $250,000; head office, Toronto; to manufacture and deal in bottles, demijohns, jars, moulded glass, etc.



Re-orders speak louder than words

When a man comes back and back again for more paint, it's a sure sign that he is pleased with his investment.

Jamieson's Pure Prepared Paints

are a valuable line for the fact that they make a large list of steady customers.

Let them help you increase your paint sales.

Write for our proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada
ESTABLISHED 1858
Owning and Operating P. D. DODS & CO., LIMITED

MOORE'S

House Colors

Our agents say big things about these pure linseed oil paints. They are enthusiastic over the selling and profit-producing qualities.

Moore's House Colors sell fast because they are highly satisfactory in service and very moderate in price.

THERE IS NO BETTER TIME THAN NOW TO GET THE AGENCY FOR YOUR DISTRICT.

If you desire to write our agents we will be pleased to put you in touch with some of them.

Benjamin Moore & Co., Limited
WEST TORONTO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 11. — Settling down to its stride in the field of the paint trade the year 1917 shows every intention of maintaining the pace of the past year. Linseed oil is increasingly firm in tone, though prices show no very marked alterations from last week. Turpentine is firm. The metals used in paint making are not fluctuating much from the firm tendencies of former days, and there is little likelihood that any marked price relieving factors will appear soon on the horizon. Shellacs are higher by fifteen cents a gallon than they were last week, and the furiously firm iron market has even affected putty by raising the cost of containers made of iron and steel so that prices are shaded up this week for putty in certain packages. Gasoline is unchanged in price at 28½ cents per gallon this week.

Linseed Oil Firm and Uncertain

LINSEED OIL.—Market conditions for linseed oil are very uncertain at present as regards deliveries in large quantities, but every indication is for great and perhaps still greater firmness in the future. Paint manufacturers are finding it difficult to book orders at present prices for future delivery of linseed oil, and stocks are not any too heavy in Montreal. It is possible to do business by taking immediate delivery of oil from the crushers at ruling prices which are well over the dollar mark, but future deliveries are not promised till February, and then at market price. The outlook is for firmness. Flax seed is selling at $2.60 per bushel, and transportation trouble is tremendous, so serious that unless the seed can find railroom to come along to Montreal in better supply considerable difficulty may be experienced before long. Prices from the wholesale to retail trade for linseed oil show a considerable range, one firm quoting as low as $1.10 for raw, and $1.12½ for boiled in 1 to 4 barrel lots while others adhered to quotations as last week's which were:

Linseed Oil.	Raw.	Boiled.
1 to 4 barrels ..	$1.15-1.20	$1.18-1.25
5 to 9 barels ..	1.14-1.19	1.17-1.24
10 to 25 barrels..	1.13-1.18	1.16-1.23

Turpentine Still Very Firmly Priced

TURPENTINE.—Firmer market conditions prevail and are predicted for turpentine in trade circles. Prices at present prevailing to the retail trade vary from 75 cents per gallon up to 80 cents, and in some cases where stocks are light over 80 cents is being asked more to conserve stocks no doubt than to realize profits. The outlook is very strong for turpentine according to all opinions, and may be found still stronger for reports from Savannah indicate a disposition on the part of holders to retain their stocks rather than part with them readily. Prices in Montreal are as under:

Turpentine per Imp. gallon: 1 barrel lots, 75-80 cents; 2 to 4 barrels, 74-79 cents; 5 to 10 barrels, 73-78 cents.

Oil Prices May be the Deciding Factor

MIXED PAINTS.—Interviewed by HARDWARE AND METAL on the question as to whether ready mixed paints have attained the top notch of price quotations, or whether there is room for further advances, also whether the recent price advances were thoroughly considered and fully warranted, leading paint merchants of Montreal seemed entirely agreed on one point. That point is that there will be no reduction at any rate in prices of mixed paints for some little time come. Furthermore these manufacturers were more or less agreed on another point, namely that if linseed oil goes much higher mixed paints may again advance. Much depends on linseed oil and turpentine in the matter of paint prices just at present according to the consensus of opinion consulted. The other ingredients of paint, the metals, lead and zinc appear to be in less fluctuating market at present, and though tremendously high priced as compared with former times are not exerting any immediate influence on the situation. The oils on the other hand are causing anxiety, especially the tendencies of linseed oil. It is impossible to predict much with any certainty at present as to paints, but the manufactures of Montreal are in the main inclined to feel that they are taking rather less profit, in some lines a good deal less profit, than under pre-war conditions, and they hold emphatically that the recent price advances were fully justified by conditions and cost of supply of raw materials for paint making. As regards the matter of linsed oil most manufacturers are now looking for a permanently high market for this. Some feel that mixed paint prices are at present just about where they ought to be without affecting a reduction of demand, and unless raw materials go higher it is really unlikely that mixed paints will advance any more.

White Lead in Oil Is Firm Still

WHITE LEAD IN OIL.—With the market for lead showing no specially disconcerting tendencies, and linseed oil still at figures quoted last week there is no indication that the prices of white lead in oil are in for any movement meantime. Much depends on linseed oil though there is room for a little firmness in that direction without any immediate resulting rise in this product. The price of white lead in oil is now at its record height for Canada $14.30 per 100 lbs. for ton lots and over, and $14.60 per 100 lbs. for orders of less than one ton at a time.

Shellacs Show a Sharp Little Advance

SHELLAC.—An increase of fifteen cents per gallon was noted since last report in all lines of shellac, owing to the rapid rise in methylated spirits and firmness in the market for the gum shellac. There might possibly be a still further advance in shellac before next week as the market is very strong. Pure white, and pure orange shellacs were equally affected by the advance.

Cost of Packing Advances Putty

PUTTY.—There are slightly higher prices for putty to be recorded this week, but they are not increases in the putty itself, they are increases in the packing. Iron drums for holding putty are away up in price, the cheapest available contract price for them being advanced in excess of the advance noted as under. Putty in bulk in barrels remains at the same price as quoted last

Can You Handle The Cream of the Paint Business?

Certainly you can,—you would not admit the contrary even to yourself. But are you getting the *cream* of the paint business? Are you constantly selling your paints for the biggest jobs with the best profit and therefore the least worry to yourself? If you are not,

You Are The Dealer

that should get in touch with Brandram-Henderson now. Make ready for the approach of the indoor season by putting in a line of B-H. paints and varnishes. Their appeal to the homekeeper for interior decoration is instantaneous and their quality attracts the best business.

Make arrangements for a B-H. agency now and this cream of your community's paint business will come to you as surely as water flows down-hill.

If we are not already represented in your district, write to

BRANDRAM-HENDERSON LIMITED

Montreal, Halifax, St. John, Toronto, Winnipeg

If interested, tear out this page and keep with letters to be answered.

week that is $2.90 per hundred pounds. In one hundred pound drums putty costs 45 cents more than in barrels that is $3.35 per 100 lbs. In twenty-five pound drums it costs 55 cents more per hundred pounds, that is $3.45 per 100 lbs. A ten cent advance due to packing cost—is recorded for putty in bladders in barrels. In this packing putty now costs $3.60 per 100 lbs. Owing to the advance in freight charges putty prices in Toronto are now 20 cents in advance of Montreal quotations instead of only 15 cents.

TORONTO

TORONTO, Jan. 12.—Prospects for the paint trade have started encouragingly during the first few days of the year. Some of the large concerns whose travelers were sending in very gratifying orders during the closing weeks of the year report a continuation of good trade.

Linseed Oil Prices Have Been Advanced

LINSEED OIL.—There has been a grading upward in the price of linseed oil from the lower levels quoted last week to the extent of 4c per gallon. The difference in the range is now only 3c per gallon, the range being from $1.12 to $1.15 for raw oil. Demand for linseed oil has been fairly good from certain quarters. Flaxseed at Winnipeg held fairly steady during the week, being only 1c down at the close on Wednesday of this week from the close of the flax market on Wednesday of the previous week. On Wednesday of last week it closed at $2.59½ and Wednesday of this week it was $2.58½. The highest point reached during the week in review was $2.60⅛ for the cash product. Receipts of cars at Winnipeg have been quite light during the week, running nine on Monday, eighteen on Tuesday and eight on Wednesday of the present week. Crushers in some instances have difficulty in getting shipments of flaxseed through from the West owing to the freight situation. This is putting linseed oil in a very tight position for delivery by spring. Oil cake is in demand and selling at good prices. Some export is going on and prices for local consumption range around $56 per ton. In certain instances the crushers have withdrawn quotations on oil cake owing to the difficulty of getting suppplies of seed from the West.

1 to 2 barrels..	$1.12-1.15	$1.14½-1.18
3 to 5 barrels..	1.11-1.14	1.13½-1.17
6 to 9 barrels..	1.10-1.13	1.12½-1.16

Gasoline Continues Firm With Higher Crude

GASOLINE.—Crude oil is again near the record price that prevailed last summer when gasoline also reached a record price. Last summer it sold at the wells at $1.55 for the Mid-Continent product while at the present time it is quoted at $1.50 per barrel. This represents an advance of 60c per barrel within a period of six weeks. During that time gasoline has advanced in Canada 1c per gallon. Some of the advance in the raw material has been absorbed through the increase in the price of coal oil and lubricating oils, an advance in these latter products being recorded this week. Gasoline is accordingly in a strong market, and is quoted at 27½c to 28c per gallon. Benzine is at the usual differential of 1c per gallon under these prices. Consumption of gasoline at this time of the year is reported heavier than ever before in the winter season. This is partly accounted for by the fact that more automobiles are now driven throughout the winter and also partly because there are larger numbers of machines in use. Consumption of gasoline is greatly in advance of production at present.

DIFFERENTIALS ON WHITE LEAD

Since writing the market reports on white lead in oil information has been received that the differential for Toronto and Hamilton is 20c higher than Montreal. London and Windsor are 25c higher than Montreal and Port Arthur and Fort William are 30c higher than Montreal. The Montreal price on white lead in oil at the present time is $14.30 per hundred pounds in ton lots, and $14.60 in less than ton lots.

Differential Price on White Lead Increased

WHITE LEAD IN OIL.—During the week the differential price between those prevailing at Montreal and Toronto has been increased from 15c to 20c per hundred pounds. This will increase the price at Toronto, Hamilton and London by 5c per hundred and makes the selling price now $14.50 in ton lots and $14.80 in small lots. It is stated this advance has been occasioned by a recent advance in freight rates. White lead is holding in a firm market as the price of pig lead has been stationary during the week. There is a fair demand for the commodity.

Turpentine Steady; Increasing Firmness

TURPENTINE.—There is a firmness in the primary market that seems to indicate a continued firmness in the local market with a probability of advancing prices. Receipts in Southern producing centres are everywhere falling off which indicates that there will be a period of three months with gradually falling supplies. During the week in the primary market there was an advance of 1¼c per gallon with firmness apparent at the high price. Sales have even been made for delivery as far ahead as May to August at prices but 1½c under present prevailing prices. From May to August will be the period of the new season's production. Locally the demand has been quiet with prices unchanged.

	Per Imp. Gal.
1-barrel lots	$0.75-$0.81
2 to 5 barrels	0.74- 0.80
6 to 9 barrels	0.73- 0.79
5-gallon	0.80- 0.78

Putty Advances 35c Per Hundred Pounds

PUTTY.—There has been an advance of 35c per hundred pounds in the price of putty during the week, which now makes the selling price $3.55 in 100-lb. drums in less than ton lots. In ton lots the price is 20c below this figure and is sold at $3.35. In five-ton lots the price is $3.20 or 15c under the ton-lot price. Bulk putty in casks is now selling at $3.10 in less than ton lots. Barrels of bladder putty are quoted at $3.80 in less than ton lots, while case bladder putty or standard putty is quoted at $3.90 per hundred pounds. Pure putty is sold at 80c in advance of these figures. The reason for the advance has been attributed largely to the increased cost of the containers. There is also a shortage in whiting and it is hard to get. Linseed oil is also high in price. Folowing are the prices now prevailing:

	Less than tons Per 100 lbs.
100-lb. drums	$3.55
50-lb. drums	3.60
25-lb. drums	3.65
12½-lb. irons	3.55
Bulk in casks	3.10
Bladders in barrels	3.80
Bladers in cases (standard)	3.90

Pure putty 80c in advance. In ton lots the price is 20c less than the above and in five-ton lots 35c less than above figures.

Wood Alcohol Goes Up 10c Per Gallon

WOOD ALCOHOL.—There has been an advance of 10c per gallon in the price of wood alcohol during the week. In barrels it is now selling from $1 to $1.05 per gallon and in five-gallon lots at $1.20. The firmnes in price has been caused through the scarcity of raw materials coupled with a good demand. Methylated spirits of alcohol are also firm in price and will probably advance. This commodity is used for cutting down the shellac gum. There is a continued firmness also in the market for shellac.

All Territories Are Alike For "1900" Washers

"1900" Washers sell themselves. Their undoubted superiority—their ability to do a spotless wash in six minutes, without wear, together with the extensive advertising they have had for years — make them the easiest and best line of washers to sell.

There are no "poor" territories. Every class of home needs some kind of a Washing Machine. There is a "1900" Washer in our complete line at a price any household can afford to pay. Your market is limited only by the number of houses in your town.

The "1900" Line

includes 3 styles of Hand Power Washers; 2 styles of Water Power Washers; 2 styles in 2 sizes each of complete Motor Washer and Wringer Machines to operate by Electric Motor or Gasolene Engine—and a full assortment of sizes and grades of superior, beautifully finished hand and power wringers.

The Dealer Gets the Inquiries

Every dealer who proves his worth is given all inquiries from his territory resulting from our extensive twice-a-year advertising campaigns.

This is a highly profitable line for any hardware merchant to handle.

If there is not a live "1900" dealer in your town, perhaps there's a chance for you. Write wholesale department.

The "1900" Washer Company

357 Yonge Street : : : Toronto

Quality First

IN the long run quality is the deciding factor in marketing varnish.

Discriminating buyers have learned by experience that the price per gallon is less inportant than quality and uniformity.

Berry Brothers' made-in-Canada varnishes and enamels need no selling arguments because the label is accepted by even the smallest buyers as a guarantee that all products sold under it are right and true to description.

You can increase the volume of your varnish business by featuring Berry Brothers' brands.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONT.

(443)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

Ammunition prices below have been withdrawn. See weekly report.

American Metallic Ammunition —B.B. Caps, Round Ball, $3.40 per M. net.; B.B. Caps, Conc. Ball, $4.25 per M. net.

Cartridges — Rim Fire Black and Lesmok Powder—22 Short, discount 5%; 22 Short, hollow point, discount 5%; 22 Long, discount 5%; 22 Long, hollow point, discount 5%; 22 Long Rifle, advance 12½%; 22 Long Rifle, hollow point, advance 12½%; 22 Short Spotlight, discount 12½%.

Rim Smokeless Powder — 22 Short, discount 17½%; 22 Short, hollow point, discount 17½%; 22 Long, discount 5%; 22 Long Rifle, advance 12½%; 22 Long Rifle, hollow point, advance 12½%; 22 Short Spotlight, discount 27½%; Rim Fire Military, size AD, advance 82½%; Rim Fire, all others, advance 12½%; Centre Fire, pistol styles, advance 67½%; Centre Fire, Military and Sporting styles, advance 82½%.

Rim Fire Blanks — 22 Short, $2.90 per M. net; 32 Short, $5.30 per M. net; 32 S. & W., $10.55 per M. net; 38 S. & W., $13.50 per M. net.

Shot Cartridges — Rim Fire, discount, 5%; Centre Fire, pistol size, advance 45%; Centre Fire, sporting size, advance 65%.

Primed Shells and Bullets — Advance 75%.

Primers -Winchester, 250 in box, Nos. 1, 1½, 2½, $3.50 net; Winchester, 100 in box, Nos. 1 and 2, $3.70 net; Winchester, 100 in box, Nos. 1-W, 1½-W, 2½-W, 3-W, new 4-5 and 5½, $3.70 net; Berdan, 250 in box, Nos. 1, 1½ and 2, $3.50 net.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 5.00	12/16	$ 7.00
4/16	5.00	13/16	8.00
5/16	5.00	14/16	8.00
6/16	5.00	15/16	9.00
7/16	5.00	16/16	9.00
8/16	5.00	18/16	10.50
9/16	5.50	20/16	12.00
10/16	6.00	24/16	15.00
11/16	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz	8 50	11 00
Double Bit	12 00	14 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz		10 00
No. 3, doz		10 80
No. 4, doz		11 60
No. 5, doz		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb......$1 30
Cut Lace Leather, lb....... 1 50

BELLS (FARM)

C x 40 lb.	2 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz	5 50
3 sections, 5 ft., doz	6 80
3 sections, 6 ft., doz	8 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in	7 00
No. 2—18 in.x28 in	7 60
No. 3—20 in.x30 in	8 00

BOARDS (Ironing)

Size 12x60 ins., doz	8 00
Size 14x60 ins	9 00
Folding, 14x58 ins., doz	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.; ½ in., $5.30; ⅝ in., $5.20; ¾ in., $5.20.

Electric Weld Loading Chain ¼ in., $11.50 per 100 lbs.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $12; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS, FOOD

Universal, No. 0	$14.40 doz.
1	17.40 doz.
2	20.40 doz.
3	25.80 doz.

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	52 50	53 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, list, plus 5%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

Galvanized

	Apollo	Crown	Gorbals
18x24x52	6 25	7 50	7 50
60	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	24 00
IXX, 20x28 base	28 00
IXXX, 20x28 base	32 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets	8 00
IX, 20x28 base, 56 sheets	9 00
IXX, 20x28 base, 56 sheets	10 50
IXXX, 20x28 base, 56 sheets	12 00

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 200 lbs., $15.50; 216 lbs., $16.50.

COKES, BRIGHT

Bessemer Steel—

14x20 I.C. base	9 25
20x28 I.C., double box	18 50

CLOCKS

Big Ben 2 40

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle	60
Disston Brand	60
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

Stock Up With a Live Line of Paints and Finishes

The brand you should sell is Canada Paint.

It is the livest, fastest moving brand on the market and enables you to make bigger profits than ever, because you can turn your stock oftener.

Canada Paint

is the easiest of all brands to sell, for we are educating every possible consumer in Canada to demand C.P. Finishes—we are teaching them just what to order for each particular purpose—how it should be used and when.

You certainly must be interested in a line of finishes you don't have to "talk up"—Canada Paint products fairly jump from your shelves, for they are more than half-sold when the customer reaches your store.

The day that you tell us to put a "C.P. Full Line Agency" sign on your store is the day that you will begin to get a bigger portion of the paint and varnish trade in your district.

The Canada Paint Co., Limited

572 William Street, Montreal
112 Sutherland Ave., Winnipeg

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 60
Smaller sizes 2 00
Mounted No. 115, each..... 3 75
Bi.-Treadle, each 4 25

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1 in...$ 7 75
Russet rope shank, 1¼ in.. 9 25
Black rope shank, 1 in. ... 8 00
Black rope shank, 1¼ in.... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL)

7-16 in. gross, $18; 9-16 in., $27.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt... 11 00
Masons, 5 lbs. and over, per cwt. 13 00
Napping, up to 2 lbs. 0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffietrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas.

HANGERS, BARN & PARLOR

Atlas, No. 0 .... 6 65
Atlas, No. 1 .... 7 30
Atlas, No. 2 .... 8 50
Stearns, 4 in. 6 00
Stearns, 5 in. 8 40
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
Storm King and safety hanegrs, doz. 7 00
Steel track, 1¼ in. 6 75

HEATERS (OIL)

Perfection No. 120, N.P., ea.$3 20
Perfection No. 130, N.P., ea. 3 45
Perfection No. 125, Jap., ea. 3 05

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6 inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs...	1 00	1 00
4 in., doz. prs...	1 20	1 10
5 in., doz. prs...	1 40	1 30
6 in., doz. prs...	1 70	1 50
8 in., doz. prs...	2 50	1 80
10 in., doz. prs...	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs. .. 6 50
Over 14 in., per 100 lbs. ... 6 00
Extra hooks for above, ⅝ in., per lb. 07
Extra hooks for above, ¾ in., per lb. 6¾

F. O. B. Toronto, London, and Hamilton. Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft....... 0 12
Corrugated, ¾ in., ft....... 0 16
Corrugated, 1 in., ft....... 0 22

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 50	3 75
Refined iron, per 100 lbs.	3 70	4 15
Angles ....base	4 00	3 85
Horseshoe iron, per 100 lbs.	3 55	4 00
Norway iron	9 75	7 50
Mild steel	4 00	3 75
Band steel	4 00	4 15
Sleigh shoe steel...	4 00	3 90
Tire steel	4 20	3 95
Toe calk steel	4 90	4 50
Mining tool steel, per lb.	0 11½	0 14
Cammell Laird, lb.		0 23
Sheet cast steel, lb.	0 20	0 23
Black Diamond tool steel, per lb.	0 13½	0 14
Silver tool steel, lb.	0 17½	0 23
Spring steel	5 50	5 50

IRON, TINNED

72x30 up to 24 gauge, case lots 15 50
72x30, 26 gauge, case lots.. 16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 1 15
Mrs. Potts, No. 50, nickel-plated, per set 1 30
Mrs. Potts, handles, japanned, per doz. 1 00
Sad irons, common, plain, 3, 4 and 5 lbs............ 8 50
Sad irons, plain, 6 lbs. up 6 50
Sad irons, common, plated.. 5 50
Princess Electric, each 3 20
Gasoline Sad Irons each... 3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock .... 14c ft.
Ontario .... 19c ft.
Faultless .... 22c ft.
Mechanic .... 27c ft.
Hercules .... 25c ft.
Perfect .... 24c ft.
Faultless, extra heavy ... 27c ft.
Hercules, extra heavy ... 30c ft.
Mechanic, extra heavy ... 32c ft.
Chair ladders, each 2 00
B.T. Standard .... 18c ft.
B.T. Economy .... 14c ft.
B.T. Iron Bound, 4-9 ft...26c ft.
B.T. Iron Bound, 10-14 ft. 31c ft.
B.T. Iron Bound, 15-16 ft. 41c ft.
B.T. Iron Bound, 17-20 ft. 51c ft.
Crescent .... 17c ft.
Household .... 13c ft.
Standard .... 20c ft.
Electrician .... 26c ft.
Heavy duty .... 46c ft.
Extension .... 24c ft.

Common and Roped Extension

Up to 32 ft. .... 17c ft.
36 ft. .... 19c ft.
40 to 44 ft. .... 20c ft.
48 to 52 ft. .... 25c ft.
56 to 60 ft. .... 30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. .... 13c ft.
18 ft. to 22 ft. .... 14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz. 8 50
Jumbo, doz. 10 00
Jap'd Dash, doz............ 11 25
Search Dash, doz.......... 11 75
Searchlight, No. 20, doz... 19 50
All brass 24 75
Little Bobs 1 75 2 35
Copper, well japanned, doz. 14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast		0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 35
Steel Thumb, No. 3, per doz. 1 80
Steel Thumb, No. 4, per doz. 3 25
Barn Door, No. 5, per doz. 1 80
Barn Door, No. 9, per doz. 2 75

LEAD

Pig, see weekly report.	Mont'l	Tor'to Lb.
Lead wool	0 13	0 12
Sheets, 3 lbs. sq. ft.	0 13¾	0 12¼
Sheets, 3½ lbs. sq. ft.	0 13¾	0 12¼
Sheets, 4-6 lbs. sq. ft.	0 13½	0 12

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

List Each

Canadian ....$ 8 50
Dowswell 8 50
Noiseless 14 50
Hamilton 10 50
Re-Acting 13 00
Snowball 14 00
Momentum 15 50
New Century, style A..... 16 00
New Century, style B..... 17 50
Playtime, engine drive 18 00
Ideal Power 30 00
Seafoam, electric 96 00
Seafoam, engine drive 40 00
New Idea, electric 18 00
Sunshine 8 00
Popular, No. 1 .... 9 00
Economic 11 00
Champion 16 00
New Excell-All 17 50
Blue Bell, without stand... 16 00
Puritan Water Motor Washer, complete 26 00
Hydro, One Tub, engine drive 41 50
Low pressure water motor washer, each 26 00
Connor ball-bearing, with rack 18 00
I X L 17 50
Gem 15 50
Winner 13 00
Connor Improved 8 50
Jubilee 8 00
Canada First 18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A...... 8 50
B.T. Bonnie, style B...... 9 00
B.T. Ideal 12 50
B.T. Ideal Power 14 00
B.T. Ideal Water Motor .. 24 00
B.T. Cyclone 12 50
B.T. Cyclone Water Motor 25 50
B.T. Vollmar, No. 2 ...... 13 00
B.T. Vollmar, No. 3 ...... 14 00
Forest City, engine-driven 40 00
Forest City, electric 88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.... 1 75
Carpenters', round hickory 2 05

MOPS

Mops, O-Cedar, doz........$12 00
S. W. Mops, doz. 3 75
Mop Sticks, doz. 1 60
Cast head mops, doz. 1 40
Crescent, doz. 1 75
Crank wringing, doz....... 6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch, ..$1	3 inch... 10c
1⅛ inch, ..$1	3¼ inch... 10c
1¼ inch. ..65c	3½ inch. .. 10c
1½ inch. ..40c	4 inch. .. 5c
1¾ inch. ..40c	4½ inch. .. 5c
2 inch. ..30c	5 inch. base.
2¼ inch. ..30c	5½ inch. base.
2½ inch. ..15c	6 inch. base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails — Montreal, $4.25 base; Toronto, $4.25 base; London, $4.25.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

The Hardware Merchant Dealing in Automobile Accessories

Car Owners are looking for Tire Preservative

Ramsay's Tire Paint Preserves and Beautifies

A. RAMSAY & SON CO. - *Established 1842* - MONTREAL

Big Market for Brushes

Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds of brushes. For example, there are **Meakins Brushes** for horse stables and carriage cleaning, for garages and automobile needs, for butchers, barmen, stove-makers; for walls, radiators, floors, bannisters, cornices; for kitchens, parlors, schools; for cream separators, gun barrels, bottles.

We do not suggest that you carry stocks or even a sample of every variety of brush, but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.

Sell from our Catalogue—Just a last word: Meakins Brushes are good brushes—and our catalogue will tell you why. Our catalogue is valuable. Have you a copy.

Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

C Brand.

Size.	pound.
No. 3	$0 77
No. 4	0 37
No. 4½	0 32
No. 5	0 17
No. 6	0 16
No. 7	0 15
No. 8	0 15
No. 9	0 14
No. 10	0 14
No. 11	0 14

London, Hamilton, Montreal, Toronto.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch	$1.80	48 inch	$ 6.20
18 inch	2.65	60 inch	7.70
24 inch	3.40	72 inch	9.20
30 inch	4.00	84 inch	10.50
36 inch	4.75	96 inch	12.00
42 inch	5.50		

1½ inch mesh and 19 ga. wire.

12 inch	$3.50	42 inch	$10.50
18 inch	5.00	48 inch	12.00
24 inch	6.30	60 inch	15.00
30 inch	7.75	72 inch	18.00
36 inch	9.00		

1 inch mesh and 20 ga. wire.

12 inch	$ 4.00	42 inch	$12.00
18 inch	5.50	48 inch	14 00
24 inch	7.00	60 inch	17.00
30 inch	8.50	72 inch	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch	$10.50	36 inch	$15.00
30 inch	12.75		

(½ inch mesh and 22 ga. wire)

24 inch	$16.50	36 inch	$24.00
30 inch	20.10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting, 30, 10% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

	Per 100 lbs.
Best (American)	20 50
U.S. Navy (American)	20 00
Clipper, U.S.	18 00
U.S. Navy (English)	16 50
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 12	0 12
Royalite	0 12	0 12
Palacine	0 14½	0 15
Lampoline	0 12½	0 12½
Electroline	0 16½	0 15½
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12
Black Oil (Winter)	0 12½	0 12½
Cylinder Green	0 35	0 36½
Paraffine	0 24	0 19½
XXX Machine	0 25½	0 22

OLD MATERIALS

Tea lead, 5½c. lb.
Lead, heavy, pipe, etc., 7½c.
Brass, yellow, 15½c; red, 18½c.
Brass, light, 9½c lb.
Zinc, heavy, 6½c lb.
Copper, heavy, 22½c lb.
Old cast iron, $14.75-$16 per ton.
Stove plate, $11.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 9c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 5½c. bicycle tires, 2½c.

PACKING Per lb.

	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER Per 400 ft. roll

	Per 400 ft. roll	
Dry Fibre, No. 1 roll	1 20	
Dry Fibre, No. 2 roll	0 60	
Resin sized	....	
Tarred Fibre, No. 1 roll	1 25	
Tarred Fibre, No. 2 roll	0 70	
Surprise Fibre	0 64	
Tarred Felt, per 100 lbs.	3 25	
Asbestos Sheeting, (per 100 lbs.)	8 00	10 00
Carpet Felt, 16 oz., per 100.	4 00	

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	....	5 50
6 to 7 lbs., doz.	....	5 95
7 lbs., doz.	....	6 75
7 to 8 lbs., doz.	....	6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black (Per 100 feet)	Galvanized (Per 100 feet)
⅛ in.	$ 4 25	$ 5 75
¼ in.	3 54	5 67
⅜ in.	3 54	5 67
½ in.	4 59	6 16
¾ in.	5 64	7 76
1 in.	8 33	11 48
1¼ in.	11 27	15 53
1½ in.	13 48	18 56
2 in.	18 13	24 98
2½ in.	28 67	39 49
3 in.	37 49	51 64
3½ in.	46 92	63 94
4 in.	55 59	75 76
Lapweld—		
2 in.	21 09	27 57
2½ in.	31 59	41 83
3 in.	41 31	54 70
3½ in.	51 52	68 54
4 in.	61 04	81 21
4½ in.	71 12	94 62
5 in.	82 88	110 30
6 in.	107 50	143 00
7 in.	142 80	186 80
8 in. L	150 00	196 30
8 in.	172 80	226 10
9 in.	207 00	270 80
10 in. L	192 00	251 20
10 in.	247 20	323 40

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.
4½" and larger, 55%.
4" and under, running thread, 40%.
Standard couplings, 4" and under, 50%.
4½" and larger, 30%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 45% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	0 55	0 55
8" soil pipe	0 40	0 40
Medium and extra heavy fittings, 6" and under	0 60	0 60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

PUMPS

Cistern Pumps	30%
Set Lengths	35%
Brass Lined Cylinders	30%
Brass Body Cylinders	25%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 30. Iron Burrs 30.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

	Per square
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Pluvius, 1-ply	1 35
Pluvius, 2-ply	1 80
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE Lb.

	Lb.
Pure Manila basis ... lb.	25½
British Manila basis	21
New Zealand hemp basis	21
Sisal basis	20

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	20
Double lath yarn	20½
Yacht marline, tarred	46
White polished halyards	23
Hemp, deep sea line basis	36
Hemp, tarred ratline basis	32
Hemp, tarred bolt rope basis	34
Marline and Houseline	34
Jute rope basis	15½-16½
Italian rope basis	36

Cotton, ⅛ lb.	0 42	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale cost	Stamping extra
4 lb.	$ 3 45	$0 20
10 lb.	4 50	0 30
240 lb.	7 50	0 50
600 lb.	18 75	1 00
1200 lb.	22 50	1 00
2000 lbs.	29 25	1 00
2000 lbs. Drop lever	34 50	1 00
10 lb. Household	3 00	0 10
25 lb. Household	2 90	0 30

Above are net prices. Where standard lists are used the discount is 25%. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	9 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	6 00
12 gauge	6 10	6 00
14 gauge	5 85	5 40
16 gauge	5 90	5 60
18-20 gauge	5 20	5 55
22-24 gauge	5 30	5 60
26 gauge	5 35	5 65
28 gauge	5 45	5 75

SHEETS, CORRUGATED

Per 100 sq. feet.

	Per 100 sq. ft. Galvanized
28 ga.	$ 6 00
26 ga.	6 50
24 ga.	8 75
22 ga.	10 50
20 ga.	12 00
18 ga.	15 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$ 8 30
U.S. 28	8 00
U.S. 26	7 70
22 and 24	7 55
18 and 20	7 40
14 and 16	7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 35
16 gauge	7 40	6 45
18-20 gauge	7 60	6 60
22-24 gauge	7 80	6 75
26 gauge	8 00	6 90
28 gauge	8 40	7 20
10¾ ozs.	8 85	7 50

Add 25c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 30	8 00	8 00
22-24	8 50	8 20	7 80
26	8 75	8 50	8 00
28	9 00	8 75	8 40

Less 25c in case lots.

SHINGLES Per square

Standard galvanized $6 50
Shipping weight, 90 lbs.
Standard painted 4 50
Shipping weight, 80 lbs.
Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES List

	List
Boys' Hockey, polished	0 85
Scotia	2 80
Dreadnought	3 00
MicMac	4 50
Velox	6 00
Regal, 189	5 50
Regal, 191	6 00

Discount 20%.

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

SOLDERING COPPERS.

Base, per lb., 61c cents.

LET US TELL YOU HOW TO SELL MORE PAINT

The hardest job any prosperous dealer has is to keep out of the rut.

The paint you are now selling and the service you are now getting from the maker may seem all right for your trade and maybe they are, but—

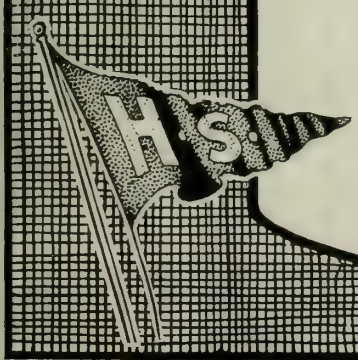
Just remember and heed what Ruskin said:

"To rest is to rust."

Until you have heard the Lowe Brothers' proposition, you can't say you KNOW there is nothing better than what you have.

Over 50 years of quality paint-making—over 50 years of brainy, aggressive paint selling, advertising and co-operation with the dealer are bound up in the Lowe Brothers' proposition. Can you afford to ignore it?

Write us to-day.



Lowe Brothers LIMITED

Factory and Offices: Sorauren Avenue, Toronto
Lyon Paint & Glass Co., Ltd., Winnipeg

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30 and 5%	....	20 and 10%
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	30 and 2½%	30 and 2½%	30 and 2½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	30 and 2½%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR
See Weekly Report

STAPLES Per cwt.
Fence staples, bright, kegs 4 85
Fence staples, galv., in kegs 5 70
Fence hooks, galv..... 5 70
In 25-lb. boxes add 25c extra.
Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's
Boudoir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00
F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)
Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00
F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN
Ontario, 4-passenger, ea... 7 25
Ontario, 2-passenger, ea... 6 25
Baby, ea. 4 00

TACKS Discount.
Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe Findings List adopted Aug. 10, 1916—New list under advisement.
List of Capped Goods adopted Jan. 1, 1916....70-10%
F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins
Ass skin, No. 712, 50 ft., doz.
Ass skin, No. 714, 66 ft., doz.
Linen, No. 404, 66 ft., each.
Metallic, No. 603, 50 ft., ea.
Challenge steel, No. 263, 50 ft., each .....
Reliable Jr., No. 103, 50 ft.

TIES, COW
Open Ring, Closed Ring, 32½%.
3 Chain and 4 Chain, 32½%.
Stall Fixture Bars, 25%.
Tie Out Chains, 70%.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)
G. G. Square bead and half round
Size in girth Per 100 feet
8 in. .....$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00
Discount 45 and 2%.

TRACK
B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.
F.O.B. Fergus.

TRAPS (GAME) %
Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35
F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.
Prices Withdrawn.

TWINE (COTTON)
3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS
No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES %
Ground work 50
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath cocks ....
Standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam cocks ....
Standard 53
High grade 50
Radiator valves, standard... 20
High grade 30
Patent quick opening valves 60

WARES, ETC.
Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.
Full box, 20%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 41 75
Garden, steel wheel, doz... 53 00
Light garden, each 37 25

WHIFFLETREES (Steel).
No. 70—F.D. & B.D. Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40
F.O.B. Hamilton.

WIRE GOODS
Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70 %
Brass Screw Hooks	70 %
Brass Gate Hooks and Eyes	70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE
Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.
No. 9, $5.25; No. 10, $5.30; No. 11, $5.40; No. 12, $5.50; No. 13, $5.60; No. 13½, $5.60; No. 14, $5.75; No. 15, $6.
F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.
No. 18, $6.20; No. 19, $6.70.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.
Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No 20, $6.65; No. 21, $7; No. 22 $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27 $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.
No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.
Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)
Much lower prices on fence wire than those shown below are being quoted in some quarters.

Barb	$
Nos. 6, 7, 8, plain galv....	
No. 9, plain galv.....	
No. 10 "	
No. 11 "	
No. 12 "	
No. 13 "	
No. 14 "	
No. 15 "	
No. 16 "	
No. 18 "	
No. 9, coil spring	
No. 12, coil spring	

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.

Royal Can., 11 in., doz. list.$	84 80
Eze, 11 in., per doz.....	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES
Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.
White, No. 1, each..... 1 50

An Appeal to Men of High Calibre

HAVE you thought of this?—that any advance in a Nation's Commerce, or Civilization or Spirit is due solely to advances in these directions by many *individuals;* or to put it more definitely, by the *Common people.* The spirit or impulses of *leaders* must pass downward—to the *Common people.*

This truth is of importance to us in Canada. We make progress in this or that direction only as the *multitude* is bent in this or that direction.

YOU—perhaps your name is John Brown—must deliberately seek to advance yourself in the direction of ideals. Then you will fire another to do likewise, and he in turn will start another going forward; and so on and so on, until a mass is energized and is moving ahead towards higher achievements.

This means that a heavy burden of obligation rests on every single one of us, if Canada is to advance in high and good ways.

HERE is a practical application—you, as a business man, must consciously and deliberately seek to be a bigger business man, if you would see our good country as a whole advance.

As a business man engaged in the manufacture or distribution of merchandise, you must be well informed with a vision of Canada's business world wider than the bounds of the business which provides you a livelihood; and a fuller knowledge of what is being done, thought or said in the larger business world that incorporates your own.

This wider vision and fuller knowledge can be procured from a reading each week of The Financial Post. (Price $3.00 for 52 issues).

No other single paper perhaps will serve you so soundly and broadly.

How: By guiding you in your investments. It is often harder to invest money wisely than it was to earn it. The successful purchase of securities requires long study of investment matters.

Then when you have about made up your mind what to buy, The Post's Investors' Information Bureau will give you a careful analysis of these securities and its opinion respecting them.

We put it to you that if you admit the truth and force of what we have said above, the logical thing is to subscribe to The POST. In this way you take a necessary step in the direction of larger progress.

This is a high appeal to minds and men of high calibre—men who have the will and courage to follow the biddings of their convictions.

Therefore, we expect many to sign and return the form below:

THE FINANCIAL POST OF CANADA

143-153 University Ave. Toronto

.....1916.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit $3.00 to pay for my subscription on receipt of bill.

Name ..... Address .....

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb., $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 75

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 22
Signwriters' black, pure.. 0 24
Marine black, 25-lb. lrons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Deml-johns, 50 lbs 0 15½
$1 10 for deml-jchn extra.

GLUE Per lb.

French medal 0 25
English common sheet.... 0 25
English prima 0 30
White pigsfoot 0 38
Cake, bone, 112-lb. bags.. 0 25
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags....45-60
Ground glues, 112 lb. bags—
No. 1 ..... 0 25

GLASS

	Single Thick	Double Thick
(Under 25) $7 80		$11 90
26 to 34 ..... 8 15		12 85
35 to 40 ..... 8 50		13 60
41 to 50 .....11 75		15 50
51 to 60 .....12 25		15 85
61 to 70 .....13 10		16 80
71 to 80 .....14 75		18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105.....		32 00
106 to 110.....		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure $14 30		$14 50
Crown Diamond... 14 30		14 50
Green Seal 14 30		14 50
Tiger Pure 14 30		14 50
Ramsay's Pure 14 30		14 50
Moores Pure 14 30		14 50
O.P.W. Dec. Pure.. 14 30		14 50
Red Seal 14 30		14 50
Decorator's Pure .. 14 30		14 50
O.P.W. English ... 14 55		14 75
Elephant Genuine . 14 55		14 75

B.B. Genuine Lead, less than tons, $16.15 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles		
2-lb. bottles		
5-lb. bottles		
10-lb. bottles		
25 lb. irons		
50 lb irons		
100-lb. irons		
200-lb irons		
Barrels		

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6. White in 5 lb. pkgs., per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white $3 05	
B.H. English, colors 2 80	
Crown Diamond, white..... 2 80	
Crown Diamond, colors..... 2 55	
Fresco Tone, white 2 70	
Fresco Tone, colors 2 50	
Moore's House Colors 2 50	
Moore's Floor Paint 2 20	
Moore's Egyptian Paint ... 1 95	
Moore's Sani-Flat 2 10	
C.P.C. Pure, white 2 95	
C.P.C. Pure, colors 2 55	
O.P.W. Can. Brand, white.. 2 80	
O.P.W. Can. Brand, colors. 2 60	
O.P.W. Can. Brand, floor.. 2 20	
O.P.W. Flat Wall, white .. 2 70	
O.P.W. Flat Wall, colors.. 2 50	
Ramsay's Pure, white 2 85	
Ramsay's Pure, colors 2 60	
Martin-Senour, 100% white. 3 05	
Martin-Senour, 100% colors. 2 80	
Senour's Floor Paint 2 50	
Senour's Porch Paint 2 80	
Senour's New-Tone, white.. 2 70	
Senour's New-Tone, colors. 2 50	
Sherwin-Williams, white .. 3 05	
Sherwin-Williams, colors .. 2 80	
Flat Tone, white 2 70	
Flat Tone, colors 2 50	
Lowe Bros. H.S., white ... 3 05	
Lowe Bros. H.S., colors 2 80	
Mellotone, white 2 70	
Mellotone, colors 2 50	
Minerva, white 2 85	
Minerva, colors 2 65	

PARIS GREEN

	Mun-ro's	C.P. Co.	Berg-ers
600-lb. bbls.			
250-lb. kegs	"		
100-lb. drums ...	"		
50-lb. drums	"		
25-lb. drums			
1-lb. 100s, pkgs..	"		
½-lb. 100s			
1-lb. 100s, tins ..			

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2.25-2.50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
⅛ barrels	0 06¼
Barrels	0 06

PUTTY Standard

	Montreal	Toronto
Bulk, in casks ...	2 90	3 10
Bulk, 100-lb. drums	3 35	3 55
Bulk, 25-lb. drums	3 45	3 65
Bladders, in bbls..	3 60	3 85

See weekly report.

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.90.
Pure Orange, gal., $2.70.

Gum, 44c lb.; finest orange, 49c lb.; finest white, 60c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....

STAINS Gal.

Oil and Spirit, Berry Bros.$2
Water Stains, Berry Bros.. 1
Berrycraft, stain finish ..
Creo-lac .. ..
C.P. Oil Stans .. ..
Sun Varnish Stains .....

VARNISHES Per gal cans

Brandram-Henderson, L "Gold Medal" .....
Copaline Varnish .....
C. P. Co.'s Sun Varnish ..
Dependon Light Hard O Finish ... .
Dulgloss ....
Elastic Interior ... .
Elastic Exterior ... .
Elastic Excello ... .
Everlastic (Floor) .. ....
Elastilite ... ...
"Flint-Lac" coach .....
Flattine Floor Finish ...
Gold sized Japan .....
House painter's White Jap
Jas-per-ite exterior finishi
Jas-per-ite pale hard oil .
Jas-per-ite floor finish ..
Kopi ....
Kyanize cabinet rubbing
Kyanize spar .....
Liquid granite .....
Luxeberry light .....
Luxeberry spar .....
Luxeberry exterior .....
Marble-ite ... .
Mar-Not 3 15
Martin-Senour finest interi
Martin-Senour Wood-Var.
Maritime spar varnish ..
No. 1 Furniture Varnish
Sherwin-Williams "Kopal" Varnish 3 00
Stove-Pipe Varnish, ½ pint gross .. ..
Sun Waterproof Floor Fini
Sun-Spar Varnish .....

WATER PAINTS

Opalite, 200 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 20

WASTE, WHITE WIPING

XXX Extra 0 18
X Grand 0 17
XLCR 0 16
X Empire 0 15
X Press 0 14

WASTE, COLORING WIPING

Fancy 0 14
Lion 0 12½
..Standard 0 11
Popular 0 10
Keen 0 09

WASTE, WOOL PACKING

Arrow 24
Axle 18
Anvil 14
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41–44c
Johnsons 41–44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 20
Barrels 1 00-1 05
$4 extra for barrels.

Your Reputation Depends

upon the goods you recommend to your customers. Be sure the goods you handle are of such quality that you can afford to support them with your recommendation.

You Can Rest Assured

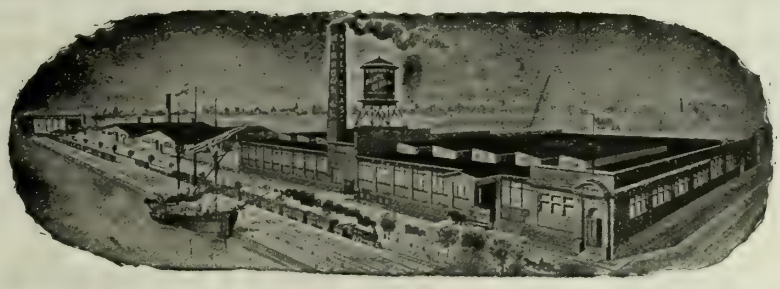
that if you recommend and sell to your customers DOUGALL VARNISH (the varnish that lasts longest) there will be no complaints. There is a separate and distinct varnish for every use, each one the best obtainable for the purpose for which it is made.

Let Us Send You Complete Details.

Dougall Varnish Co., Limited

MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 7 50	$12 50
Double Bit	13 00	15 00
Broad Axes	28 00	31 00

BARS, CROW. $5.50 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8c; ⅜, 7c; tie out, 70%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 8½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10; diamond, 20; pearl, 30, 12½

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)

30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., $1.75.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.40; No. 2 and larger, $5.15; snowshoes, No. 0 to No. 1, $5.65; No. 2 and larger, $5.40; steel, No. 0 to 1, $5.85; No. 2 and larger, $5.60; featherweight, $7.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	7 75	7 75
28 Am. or 26 Eng.	7 40	7 40
26 Am. or 26 spec.	7 15	7 15
24	6 95	6 95
22	6 95	6 95
18 and 20	6 75	6 75
16 Am.	6 75	6 75

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Potts No. 50 set	1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $6.75; cutter, $6.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $4.40.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots, 2c advance over list; case lots, 1c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 43c; Prairie Harvester oil, 40c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, 14c; less quantities, 16c.

PICKS, Clay, 6-7, $6.25 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 14	$ 6 57
⅜ inch	4 23	6 66
½ inch	5 49	7 25
¾ inch	6 71	9 14
1 inch	9 90	13 50
1¼ inch	13 41	18 27
1½ inch	16 07	21 83
2 inch	21 60	29 39
2½ inch	34 11	46 44
3 inch	44 64	60 75
3½ inch	55 89	....
4 inch	66 15	....
4½ inch	82 80	....
5 inch	97 20	....
6 inch	126 00	...

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $6.25; full polished, $7.25; 18 x 24, half polished, $6.25; full polished, $7.25; 20 x 28, half polished, $6.50; full polished, $7.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS

Iron rivets, 25 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 21c base; pure Manila, 27c base; British Manila, 22c base; lath yarn, 21c base; African hemp, 22c base; cotton rope, ¼ and over, 43c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 20 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 75
14 gauge	5 65
16 gauge	5 75
18-20 gauge	5 90
22-24 gauge	5 95
26 gauge	6 00
28 gauge	6 10

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No 4, $10.65 doz.; No. 6, $11.40; No. 8, $12.10; No. 10, $12.80; Moose and Jones Scoops, No. 4, $11.85 No. 6, $12.50; No. 8, $13.15; No. 10, $13.85 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; cast, octagon tool steel, 12½c base; square tool, 13½c base; spring, $4; machine, $5 base; tire, $4.50.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 30%.

TIN AND TIN PLATE

20 x 28 I.C.	$18 00
20 x 28 I.X.	19 50
20 x 33 I.C.	20 50
20 x 33 I.X.	22 50
Terne plates	15 50

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15%+75c; full boxes, iron, 20%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.05; less than ton lots, $15.35.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.15 Winnipeg; $5.75 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $5.20; 10, $5.25; 12, $5.40; 14, $5.55; 15, $5.70; 16, $5.85 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square sizes from ¼ to 1¼ inches, lengths up to 60 feet.

BOILER TUBES

Just now nearly all boiler owners are overhauling their boilers and you should be able to send us many orders for new tubes. We carry from 2 inch to 4 inch tubes in stock for immediate shipment.

We carry on hand, ready for immediate delivery, a 6,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

Greetings—1917

WE GREET THE TRADE OF WESTERN CANADA UNDER A NEW NAME. FOR YEARS WE HAVE DONE BUSINESS WITH YOU AS THE MAINER ELECTRIC CO. WE TRUST THAT OUR RELATIONS WILL BE JUST AS CORDIAL UNDER OUR NEW NAME

Great West Electric Co., Limited
61-63-65 Albert Street, Winnipeg, Manitoba

If interested, tear out this p and keep with letters to be answered.

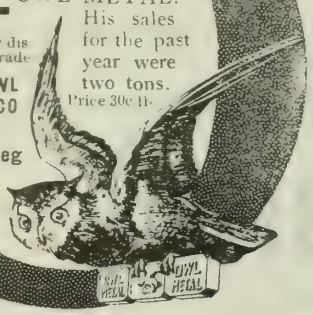
OWL BABBITT METAL

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons.

Write for discount to trade

THE OWL METAL CO LTD. Winnipeg

Price 30c lb.



NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Atlas 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

New Haven, Conn.

Seymour Shears

Combining Quality, Workmanship

and a record of 80 years' manufacturing experience.

Barber Shears,
Ladies' Scissors,
Tailor Shears,
Trimmers,
Banker Shears.

Selling Agents:
Wiebusch & Hilger, Ltd., New York
A. Macfarlane & Co., Montreal, Canada

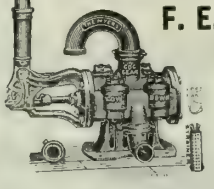
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.

Ashland, Ohio.

J.H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

ONTARIO OIL & TURPENTINE COMPANY

TORONTO, ONTARIO

SUCCESSORS TO

Colonial Varnish & Color Co.

TORONTO, ONT.

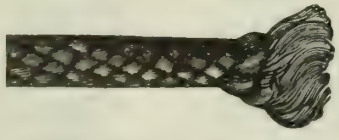
TURPENTINE IMPORTERS AND LINSEED OIL DEALERS

We import Pure White Gum Spirits of Turpentine in new white oak barrels.

Prices quoted Jobbers and Manufacturers on application.

WHOLESALE ONLY

HERCULES SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by

SCHOENER MFG. COMPANY

St. Cloud, Minn.

Eastern Canadian Distributors:
Louis A. Larson, Ottawa.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

MACLEAN'S MAGAZINE

for JANUARY

MORE than any other magazine, MACLEAN'S interprets the life, thought and spirit of the Canadian people. It entertains, of course, as a magazine of its class should—this by fine short and serial stories by the foremost living Canadian authors (see "Stories" in the summary of contents on the right, and note that Sir Gilbert Parker begins a new serial in the January MACLEAN'S). But MACLEAN'S does more than entertain: it informs the reader on matters Canadian in a broad way.

As a consequence of its distinctively Canadian character — both as to its principal contents and as to its contributors—MACLEAN'S MAGAZINE has a sure appeal to the best element of the Canadian people, many of whom declare with enthusiasm that it is easily the first of all magazines in their affection and esteem.

At All News-Agents Fifteen Cents

Contents:

SIR GILBERT PARKER. The opening chapters of a new serial, "Jordan is a Hard Road"—a story of the Canadian North-West, introducing some old friends.

STEPHEN LEACOCK. "In Dry Toronto"—rich humor, combined with a latent seriousness. Leacock is always good.

AGNES C. LAUT. "The Cost of the War"—an international business article by this brilliant Canadian writer, whose intimate friends are bankers and financiers and others with inside knowledge.

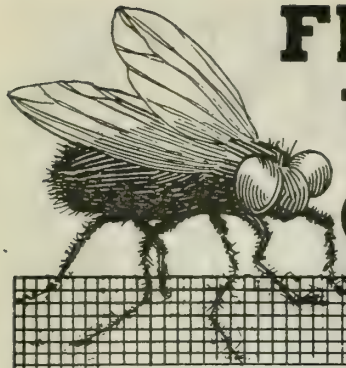
BETTY THORNLEY. Another Canadian woman writer with the mind of a business man and with a burning love for her Western homeland. Her contribution—"Putting the Yardstick on Canada," is the story of a journey she made last summer to the Skagway region of British Columbia—a part of that province seldom visited and about which most of us know little.

MAIN JOHNSON. Mr. N. W. Rowell's secretary, and who accompanied Mr. Rowell on his recent trip abroad, and visited THE FRONT with him. Mr. Johnson contributes a vivid story of what he saw and learned on the Western Front.

W. ARNOT CRAICK writes of the New Shipbuilding Industry in Canada—a timely article on a matter of the first importance.

STORIES by the following distinguished Canadian short-story writers: Alan Sullivan, A. C. Allenson, Peter McArthur and H. M. Tandy.

DEPARTMENTS. Review of Reviews, where are condensed for busy readers the best things in current literature; The Business Outlook, a well-informed survey of Canadian business conditions, and Information for Investors, a valuable department for those with money invested or looking for investment.



Fly Screen WIRE CLOTH

OUR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

Sold by all Jobbers.

Order your supply now.

Catalog on request.

CANADA WIRE & IRON GOODS CO.

Hamilton, Ont.

Eastern Representative:
H. E. O. BULL
184 Mance St., Montreal, Que.

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

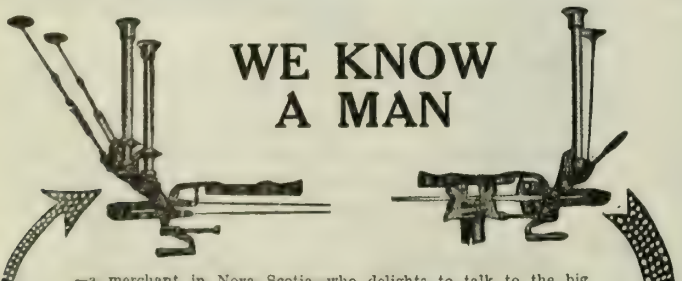
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROK - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.



WE KNOW A MAN

—a merchant in Nova Scotia—who delights to talk to the big retailers of Montreal and Toronto ABOUT THE WAY THEY DO BUSINESS. Not about goods, mark you, but about METHODS. And perhaps you're like him—generally interested in knowing how to run your business better and at less cost. Well, we've something for you—a 4-page circular with a real live message in it for you. Please send for it—to-day—Now.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

More Dollars

You can make "Dollars Grow" out of your *spare time.* Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

If interested, tear out this p age and keep with letters to be answered.

Money for You in STABLE BRUSHES

Next time you get an enquiry for stable brushes, take the time to show your customer how the bristles of a Keystone brush are fastened in to stay in backs that won't break. Tell him how the bristles stand the hard work—go as far as you like and the Keystone brush will back you up in actual use. It means money to you. Will you try it?

Write for prices, etc., to

STEVENS-HEPNER CO., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

"P.&W. Co." SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

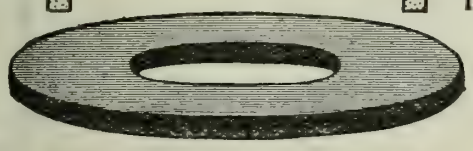
Pratt & Whitney Company of Canada, Limited
Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. **Vancouver**, 609 Bank of Ottawa Bldg. **Winnipeg**, 1205 McArthur Bldg.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Many Homes Need Clothes Dryers

The "Stratford" Clothes Dryer, No. 9, illustrated herewith, is made of clear basswood and has four drying sides or sixteen bars.

Two sides are shown folded and two ready for use. Any side can be folded up against middle post if not needed. When not wanted all sides can be folded up and dryer stood in a corner. Tied three in a bundle.

Display Stratford Clothes Dryers prominently and they will sell themselves.

Write for full particulars.

The Stratford Mfg, Co., Limited
Stratford, Canada

If interested, tear out this page and keep with letters to be answered.

A Straight Talk from the Manager

No. 55

"Going Into" Auto Accessories

HERE and there, all over the Dominion, Hardware Merchants have been telling representatives of HARDWARE AND METAL that they intend "going into" Auto Accessories in a bigger way after the first of the year.

To all these subscribers the colored pages of this week's issue of HARDWARE AND METAL will be very interesting, because they contain information of the greatest importance about quick-selling Automobile Specialties and Sporting Goods.

In these specialty lines, it is the dealer who first takes them up in his town who takes the cream of the profits, and works up an established business.

So it is most important for you to read all the advertisements on the colored pages, and to write the advertisers for more information.

J.G.L.

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

J C CONSTANTIA J C

MEASURING TAPES

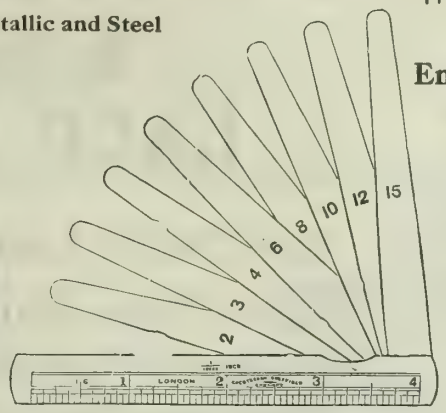
Linen, Metallic and Steel

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

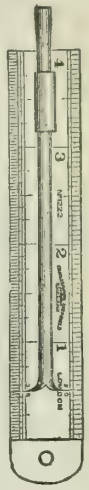
TRE BLE

Engineers' Small Tools



Steel Feeler Gauge

Steel Rules, Gauges, etc.



C. KLOEPFER, LIMITED

EDWARD HALLORAN, *General Manager*

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF **$500** OR ANY MULTIPLE THEREOF.

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA,
OCTOBER 7th, 1916.

If interested, tear out this page and keep with letters to be answered.

WHY

It Pays to Handle LACO NITRO LAMPS

Laco Nitro Lamps are of the highest quality.

Laco Nitro Lamp prices give you a fair and permanent profit.

Laco Nitro Lamp deliveries are assured.

Laco Nitro Lamp customers are satisfied customers.

ASK YOUR DEALER FOR QUOTATIONS.

Canadian Laco Philips Company, Limited

Montreal Toronto Winnipeg Vancouver

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

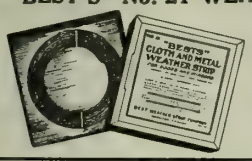
USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

"BEST'S" No. 21 WEATHER STRIP



Double Felt and Zinc.

Write for Samples and Prices

Best Weather Strip Co., Ltd. Hamilton Ont.

Trulite The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.

133 WILLIAM ST. NEW YORK

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite

Quick Service

NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED

K NIAGARA

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street, TORONTO

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal

EMBOSSED METAL LETTERS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

C. S. TURNER CO.

147 Bannatyne Ave. East, Winnipeg

Manufacturers' Agents

Excellent Storage, Forwarding, and Distributing Facilities.

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

THE AWL YOU WANT

See That Reel

Is the genuine MYERS $1.00 "Lock Stitch" Sewing Awl with the exclusive feature. See thread reel in front of handle under the finger tips. Natural tension. Sews heavy or light material, diamond point, full grooved needles used to protect the thread when sewing.

C. A. MYERS COMPANY
6374 University Ave., Chicago., Illinois

The Money Market

General Business Conditions, Real Estate, Bond and Stock Developments

are discussed every week in

THE FINANCIAL POST OF CANADA

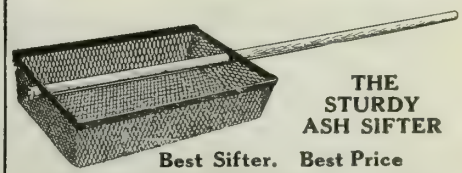
The service of The Post's Investor's Information Bureau is free to subscribers.

Write for Sample Copy. Published Saturdays. $3.00 per annum.

THE FINANCIAL POST OF CANADA

"The Canadian Newspaper for Investors"

TORONTO, CANADA

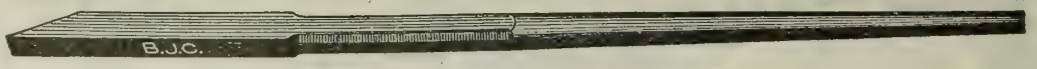


THE STURDY ASH SIFTER

Best Sifter. Best Price

Collins Manufacturing Company Toronto.

CROWBARS



No. 102-A—CHISEL POINT

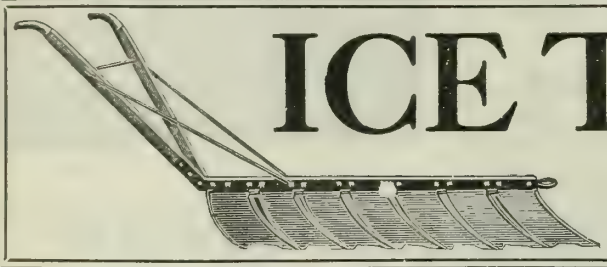
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL

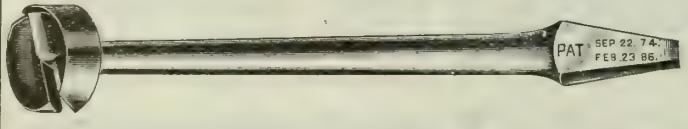


ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cottor Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

DELTA FILES

remove metal quickly for the user and move stock quickly for the dealer.

They make easy work of tough cutting propositions and stay sharp after others are discarded.

Tests prove their superiority.

You'll find the agency for this line exceedingly profitable.

Delta Agents are supplied with very effective advertising matter which greatly assists in getting new customers.

TRADE MARK
DELTA

DELTA FILE WORKS
PHILADELPHIA, PA., U.S.A.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
All Leading Jobbers.

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba — Bissett & Webb, Ltd., Winnipeg.
British Columbia — McPherson & Teetzel, Vancouver.

I.N.C. **NICKEL**

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

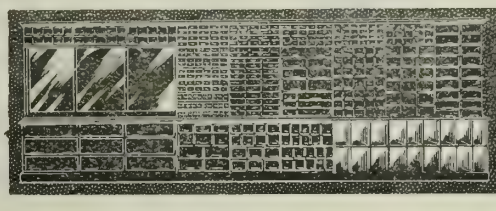
MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.



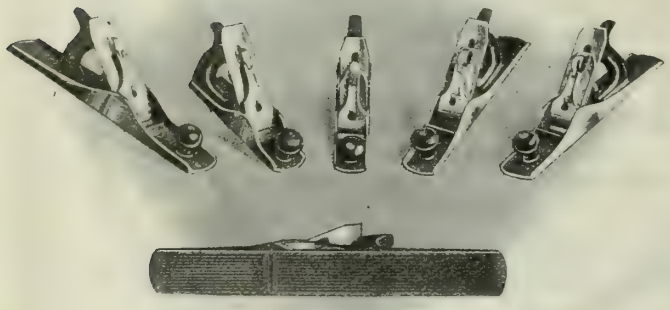
Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

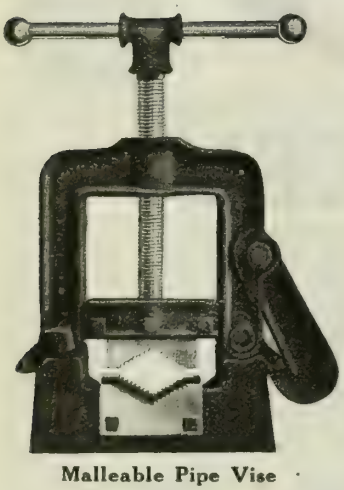
The quality of our goods is right. Prices right.

CAMERON & CAMPBELL, Limited, Manufacturers
Toronto, Canada

NATIONAL PLANES

NATIONAL



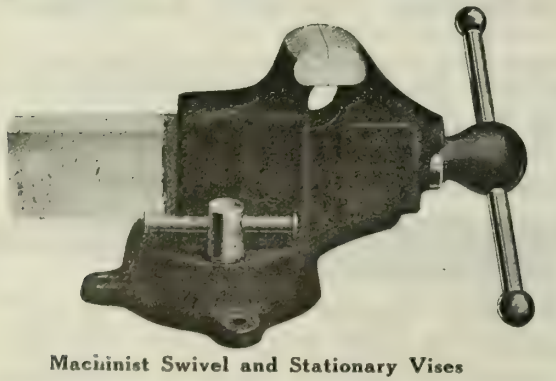


Malleable Pipe Vise

Three of our Best Lines

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.

Write for Catalog and Discounts.



Machinist Swivel and Stationary Vises

National Machinery and Supply Co., Limited

HAMILTON, CANADA

"WAKYTE" Sanitary Closets

Our Greatly Improved Steel Frame Closets demand your attention. They are Strong, Durable, Well Finished, and your customers need them NOW.

They will save you nearly 50 per cent. in freight, and our prices are so low you can meet competition from all sources, and still make a good profit. Write for particulars.

Wakyte Manufacturing Co.
259-261 Stanley Street
WINNIPEG

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,

LIMITED

GALT, CANADA

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York, Montreal, Philadelphia, London, Eng.

Arctic **Metal**

FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.

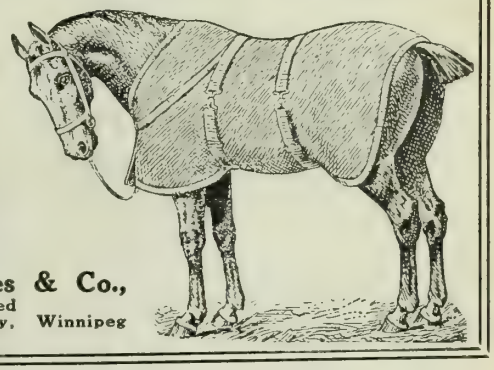
HAMILTON, ONT.

Horse Blankets, Harness

and

SADDLERY HARDWARE

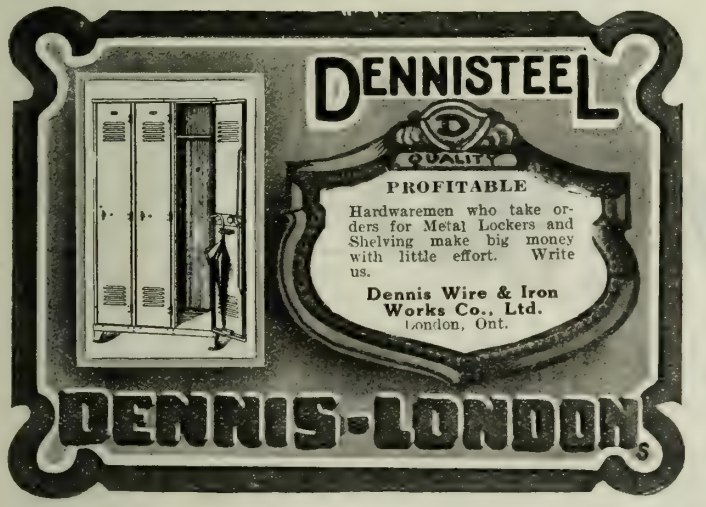
Our Harness Goods are used all over Canada, and are sold on reputation. Write for our Large Illustrated Catalogue.



Samuel Trees & Co.,

Limited

Toronto, Whitby, Winnipeg



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Sell for but a little more than the common hoe, and cultivate closer to plants without injuring them than any other kind of implement, leaving the soil level, loose and untrampled.

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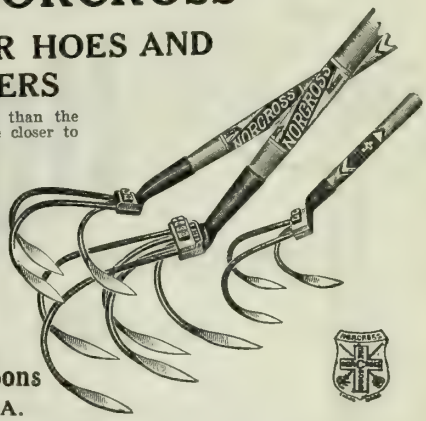

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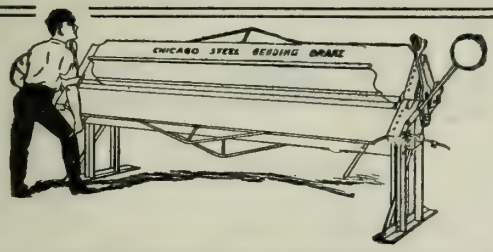

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Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

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Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

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HOYT METALS

MEMO

January 13th *for your Babbitt Metal file*

There's something behind a five million dollar business, more than reputation.

There's actual value, real service, which means perfect satisfaction.

Last year our business went well over the five million mark, a very satisfactory showing, to say the least.

There's a reason, and it lies in the quality and uniformity of Hoyt Metals; in the excellent service we give, despite the prevailing labor and metal conditions.

Whether you're selling or buying babbitt metals during the coming year, make your buying guide the name "Hoyt."

We make all kinds and grades of babbitt metals, solders, etc. a grade to suit every known requirement.

Write for our price list.

HOYT METAL CO., Toronto

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There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

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LET JOHN NEW, 154 BAY STREET, TORONTO, sell your business. (4)

HARDWARE STOCK AND FIXTURES FOR sale in a Western Ontario city. Stock is clean and well assorted, and will be sold at a rate on the dollar for a quick sale. Box 416, Hardware and Metal.

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GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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WANTED

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If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

Kindly Mention This Paper When Writing Advertisers

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Have your goods made for you in Canada until your trade here is large enough to warrant your putting up your own plant. An old established manufacturer, now busy on munitions work, with one of the largest and most up-to-date machines and metal-working plants in Canada, would like to undertake the manufacture of hardware, machinery or other metal specialty for the Canadian, British Empire and Allied markets with which preferential trade arrangements are now being planned. Address in the first instance:

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HARDWARE AND METAL
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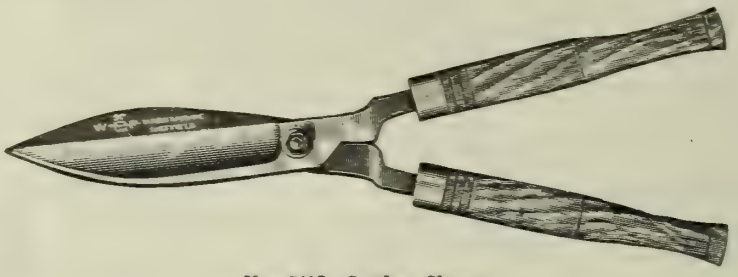
W P WARD

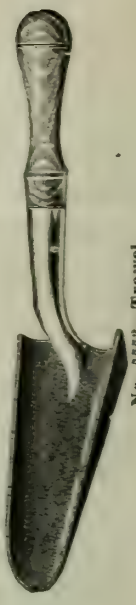
Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifuly finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

No. 5574—Weed Fork



No. 5417—Garden Shears.
Guaranteed "Fast Handles."



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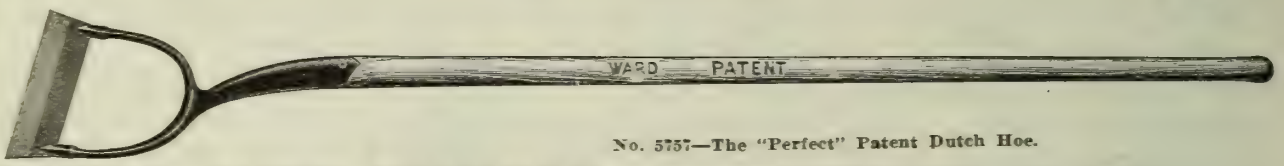

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WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

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A line backed by over sixty years' experience.

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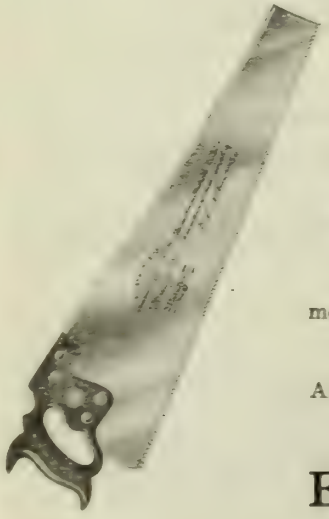

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They satisfy in every respect and command a higher profit.

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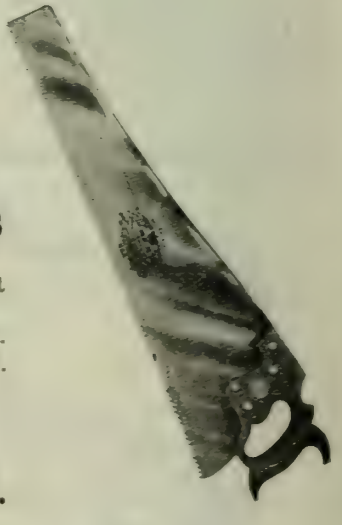
Ask for co-operation proposition "H. M."



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Sterling Steel Saws and Tools—Made in Canada

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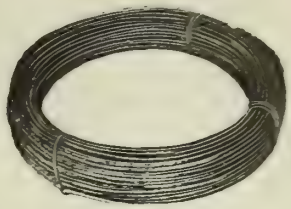

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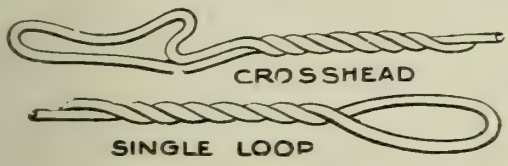

The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
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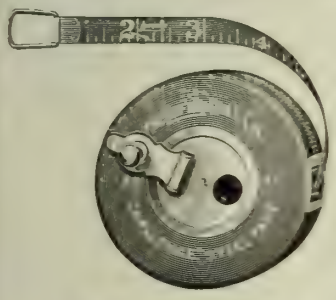

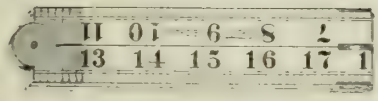

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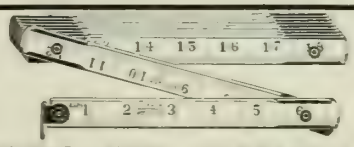

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WINDSOR, ONT.

can give you the very best of service and satisfaction.

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STOCKED BY JOBBERS. SEND FOR CATALOGUE.

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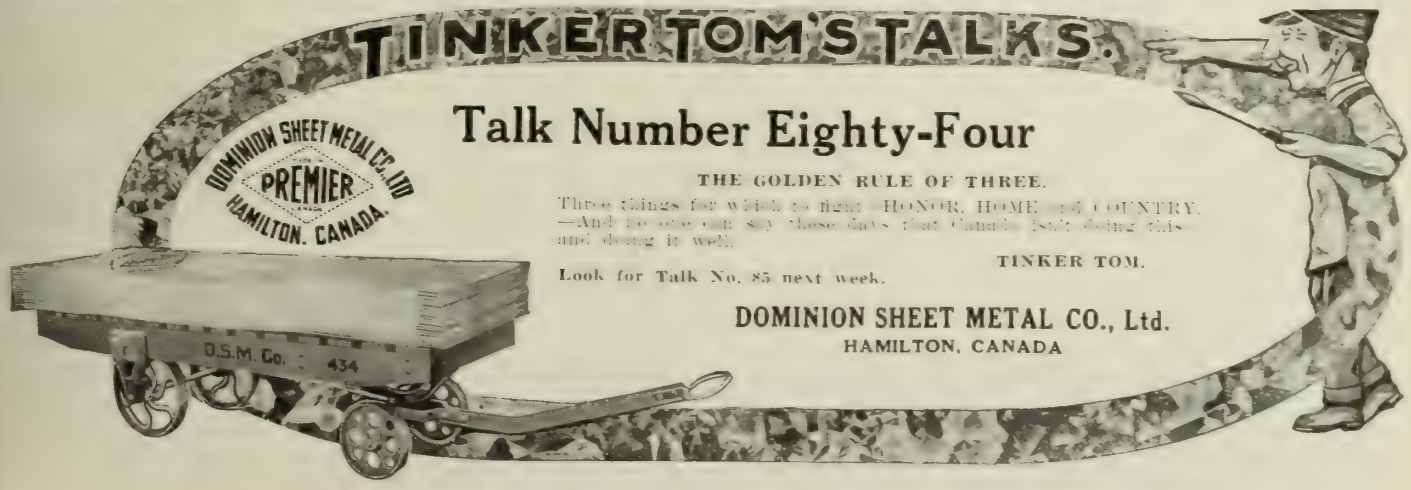


Talk Number Eighty-Four

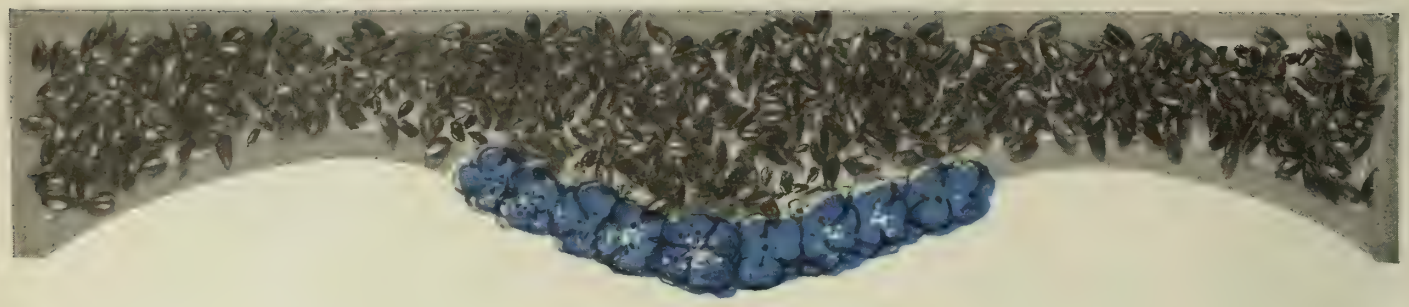
THE GOLDEN RULE OF THREE.

Three things for which to fight: HONOR, HOME and COUNTRY. —And to-day can any those days that Canada best doing this and doing it well.

TINKER TOM.

Look for Talk No. 85 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



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(Look for the Blue Barrels and the name Livingston —the sure guide to quality)

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Livingston oil prices are consistent with quality. If your jobber does not sell Livingston Brand, write direct to us.

The Dominion Linseed Oil Co., Limited

BADEN TORONTO MONTREAL

HARDWARE AND METAL

Vol. XXIX No. 3 | PUBLISHED EVERY SATURDAY SINCE 1888 | Jan. 20 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

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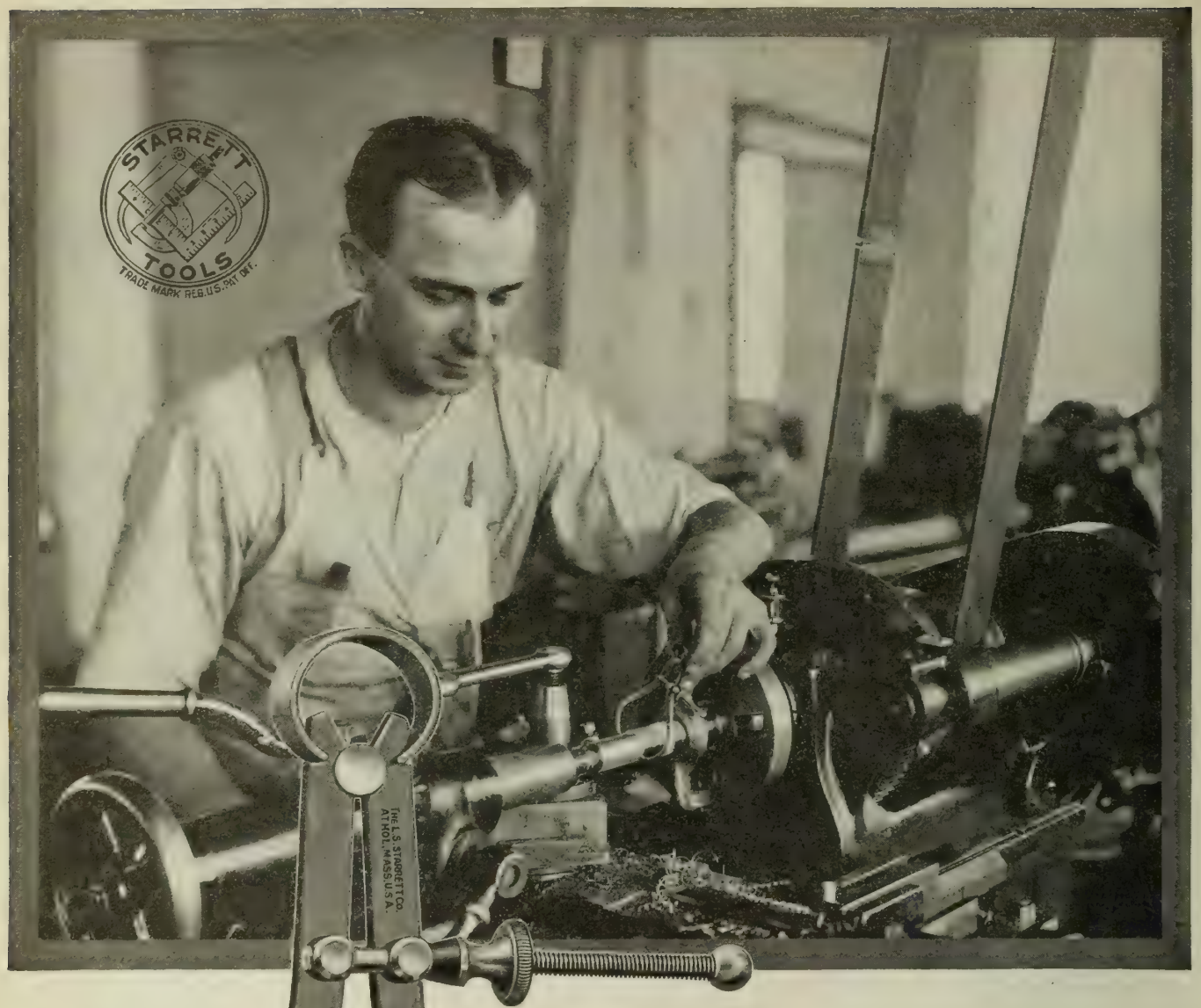
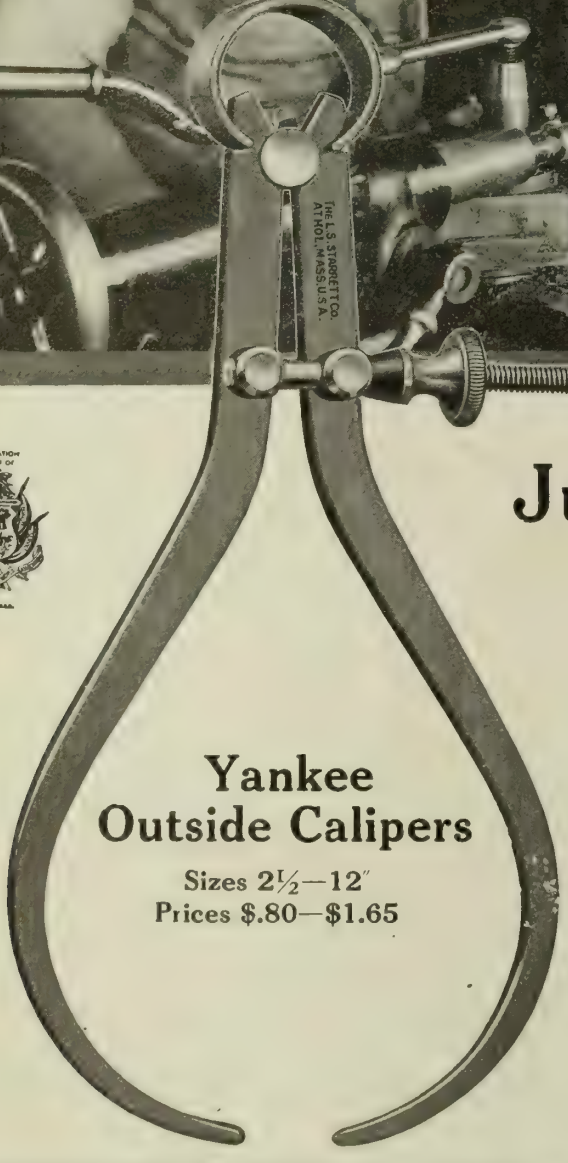
KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

NICHOLSON FILE CO.
PORT HOPE
ONTARIO





Just Calipers—

Because calipers and dividers are in such common use, a mechanic may forget their importance. But these tools *are* important and *do* have points which determine quality,—points not noticed when present, but missed if lacking.

It is on such fine matters as shape and balance, hardness of contacts, or method of adjustment that machinists judge Starrett calipers and dividers. You know that there is a complete line of inside, outside, and Hermaphrodite calipers to choose from, all made to give long and satisfactory service.

Our free catalog No. 21MA describes 2100 styles and sizes of fine tools and hack saws.

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Sizes 2½—12″
Prices $.80—$1.65

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The World's Greatest Toolmakers

ATHOL, MASS.

12-581

When you think of Sliding Doors think of Richards-Wilcox

the track that made sliding doors Practical —

LOOK FOR THE NAME ON EVERY LENGTH OF TRACK

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CANADIAN COMPANY, LTD.
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Handsome Display Stand Free With Disston Plumb and Levels

Designed and finished to afford maximum sales-winning display, combined with an ornamental appearance which makes it an attractive addition to the equipment of any store. Suitable for show case, window or shelf.

This stand is furnished as a sales-help, absolutely free of charge. Our Display Stand Circular explains the offer. Write for a copy to-day.

HENRY DISSTON & SONS, LTD., 2-20 Fraser Ave., Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

No. 73249—Vegetable Dish—Oval

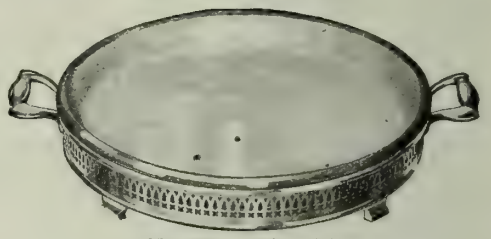
No. 76227—Casserole—Round

The Increasing Demand for Fine Table Service

will make the Hardware Trade especially interested in the line stamped with the UNIVERSAL trademark.

Sandwich Trays, Sandwich Baskets, Fruit Dishes, Fruit Baskets, Cake Dishes, Cracker and Cheese Dishes, Muffin Stands, Relish Dishes, Casseroles, Bean Pots, Vegetable Dishes, Ramequins, Shirred Egg Dishes, Pie Dishes, Planked Fish Holders, Planked Steak Holders.

Cracker and Cheese or Sandwich and Relish Dish



No. 72239—Pie Dish

UNIVERSAL HOME NEEDS

Rare beauty of form and design is a marked feature of these additions to the UNIVERSAL line of fine nickelware. Their appearance decides the purchaser, while their construction and finish are of the type that gives long years of service and makes enthusiastic customers.

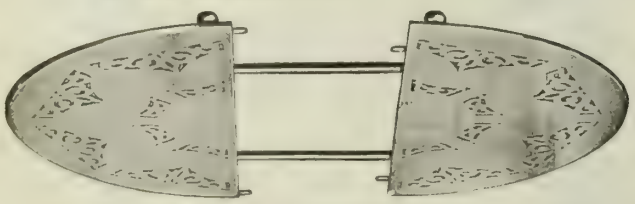
¶ Metal parts are seamless, strong and finely finished in nickel or silverplate. Pottery and glass are finest quality.

No. 71237—Shirred Egg Dish

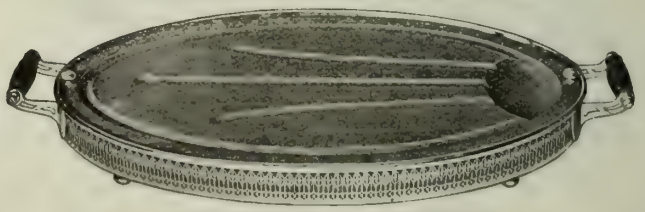
No. 70233—Ramequin

No. 311801N—Relish Dish

No. 752308—Pyrex Glass Casserole—Oval



No. 5517—Trivet Tray



No. 571816—Planked Steak Holder

UNIVERSAL

LANDERS, FRARY & CLARK

NEW BRITAIN, CONNECTICUT, U.S.A.

UNIVERSAL

If interested, tear out this page and keep with letters to be answered.

Merchants are warned against buying

IMITATIONS

or articles bearing BLACK DIAMOND Brand

This trade-mark, as applied to Axes, Cross-cut Saws, Scythes, Tools and other articles too numerous to mention here, is the exclusive property of this Company. The trade-mark was registered many years ago with the Department of Agriculture, Ottawa.

Numerous spurious imitations have appeared and we have several suits pending against some manufacturers and jobbers who wish to make profit out of other people's efforts by furnishing an inferior article, knowing that the trade-mark stands for the very highest quality.

Merchants offering these imitations are just as liable as the maker.

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

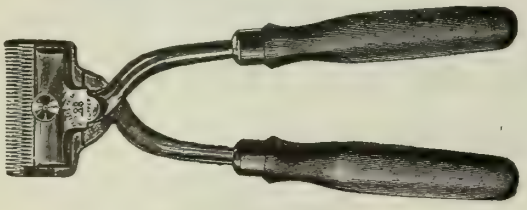
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

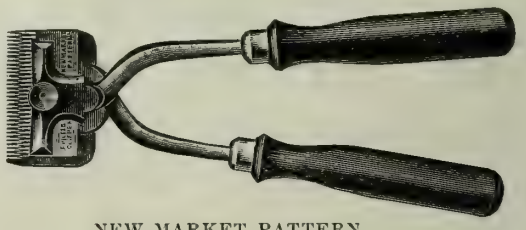
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

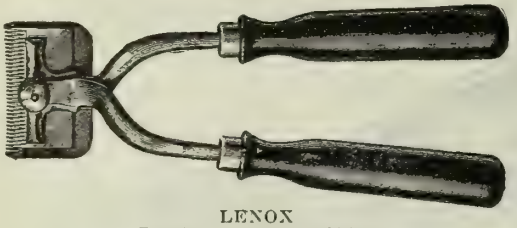
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

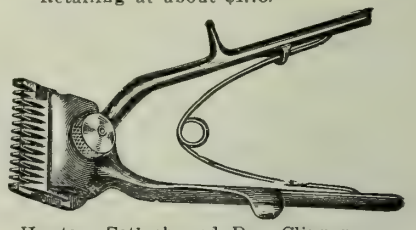


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

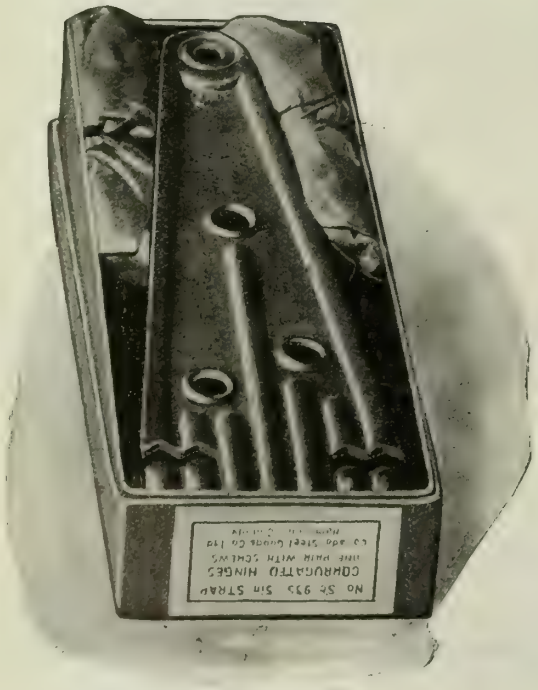
If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City



No. SC 935

Buy Your Hinges

Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

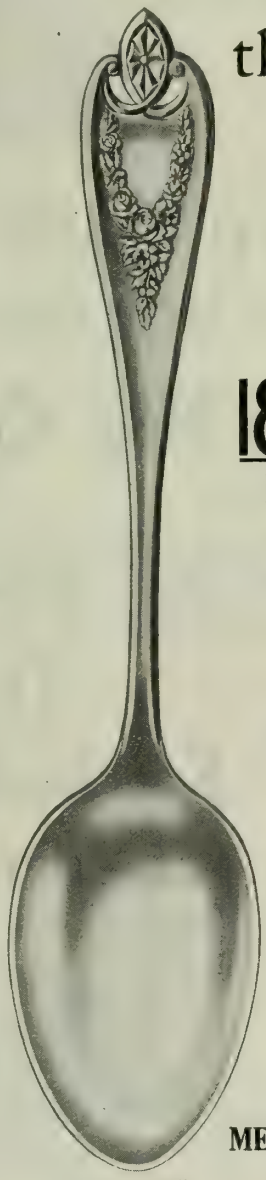
For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

1847 ROGERS BROS.
SILVERWARE

Co-operation that Makes Sales


OLD COLONY

We are spending thousands of dollars in national and local publications for just one reason—to bring customers to your store.

You can intensify our efforts to help you sell

1847 ROGERS BROS.

Flatware and Cutlery

"Silver Plate that Wears"

by giving a great deal of attention to your *Window Displays.* Make them attractive and you will not only increase the number of sales, but you will make each sale *easier.*

Give ample room to displays inside your store. It pays, because it keeps the prospect's interest keyed up to the buying point. And that's what you want.

Ask about our window-display material and send for catalogues if you have not received copies.

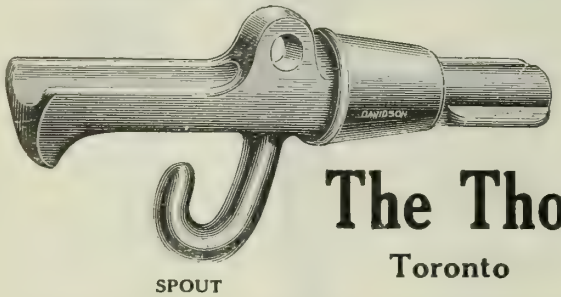
CONTINENTAL

MERIDEN BRITANNIA COMPANY
LIMITED
Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

STRAIGHT PATTERN

FLARING PATTERN



SPOUT

Sap Pails and Spouts

Your customers will soon need these goods and may be asking for them any time now.

If you have not placed your order, and require either Spouts or Pails, we can ship you any quantity promptly.

Sap Pails

made in all sizes.

The Thos. Davidson Mfg. Co., Ltd.

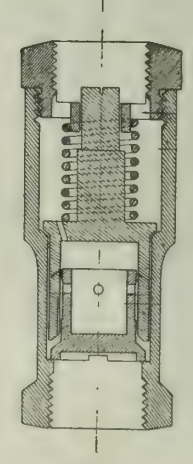
Toronto MONTREAL Winnipeg

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.
Entirely automatic.
Connects with one-inch nipple to outlet of expansion tank.
Makes a hot water system equivalent to a low pressure steam plant.
Increases radiation from 25 to 30% with same firing.
Reduces the size of pipes and fittings.
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



SECTION

Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

If interested, tear out this page and keep with letters to be answered.

YOUR CUSTOMERS' satisfaction and good will are fostered by the sale of goods having a high standard of quality

SAMSON AXES

are recognized as the best made. They are splendid trade winners and profit makers.

FULLY GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE MERCHANTS

TORONTO

If interested, tear out this page and keep with letters to be answered.

Seeds That Grow Sales

SPRINGTIME will soon start thousands thinking gardenward. This year the high cost of foods will make more people want to plant gardens than ever before. Why not sell them Ferry's Seeds? These new gardeners will then need spades, rakes, hoes and other garden hardware, and they'll naturally buy them from you.

Besides the sure profit, there's a great satisfaction in selling

FERRY'S SEEDS

You know you are giving your customers tested seeds that will produce, seeds with a long line of ancestry back of them—pedigreed varieties that, on the highest average, bring successful yields and make satisfied customers.

Experienced gardeners everywhere know the superior quality of Ferry's Seeds. Sixty years of experience stand back of this name. Your customers will be glad to find Ferry's Seeds in your store. Send for our liberal dealer proposition and prepare to meet this growing demand.

D. M. FERRY & COMPANY, Windsor, Ontario

If interested, tear out this page and keep with letters to be answered.

QUALITY

THE leader in every industry, to maintain his lead, must safeguard the quality of his products.—Rigid inspection and careful supervision are important factors.—To products of iron and steel this principle applies with tremendous force.—It means safety, security and stability.—We safeguard the quality of our products, believing quality will be recognized long after the price is forgotten.

SERVICE

OUR customers must be served. One of the dominating factors in any successful business is Service.—We succeed only through the good will and good wish of the people we serve.—This thought permeates our entire Organization, from the President down.—Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

The
STEEL COMPANY
of
CANADA
Limited

HAMILTON - - - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

When in need of

Brooms
Brushes
Wrapping Papers
Twines COTTON JUTE HEMP

or

Grocers' Specialties

Ask us.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

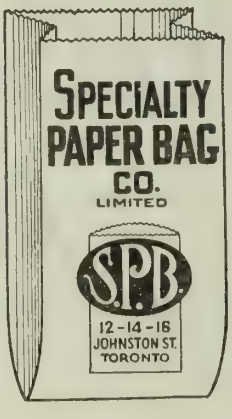
The
R. McDougall Co., Limited
GALT, CANADA

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

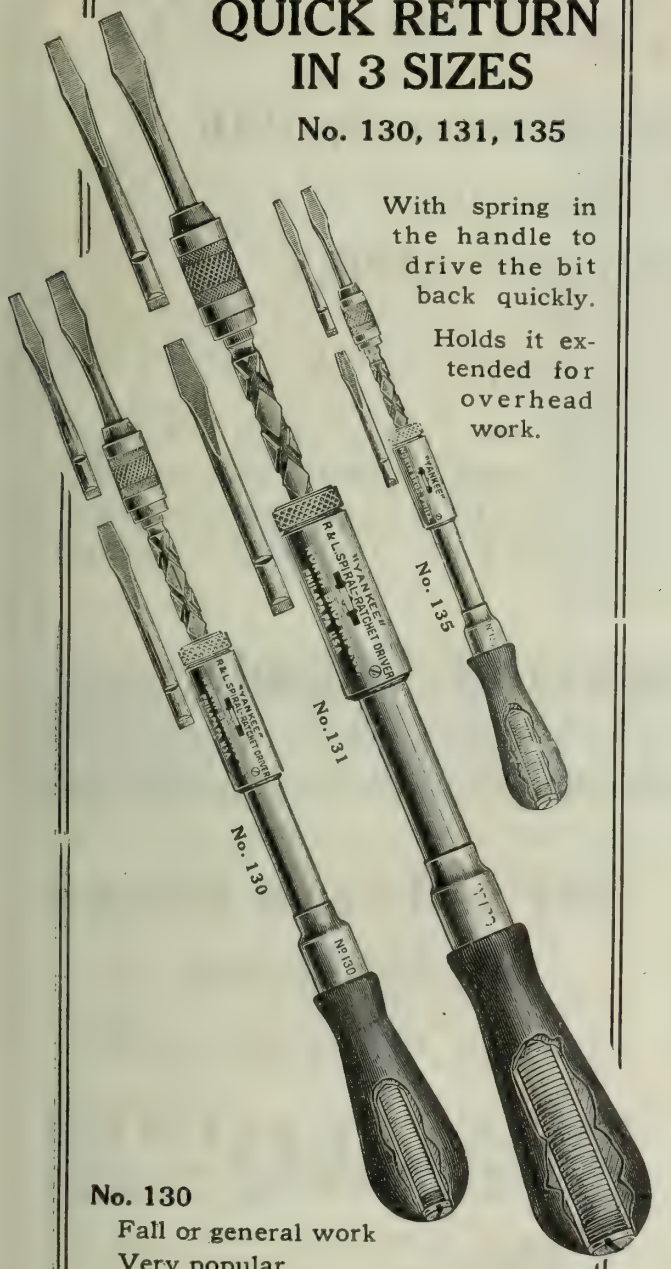
Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.
Department M.
12-14-16 Johnston Street, Toronto, Canada

"YANKEE"
QUICK RETURN IN 3 SIZES
No. 130, 131, 135

With spring in the handle to drive the bit back quickly.

Holds it extended for overhead work.



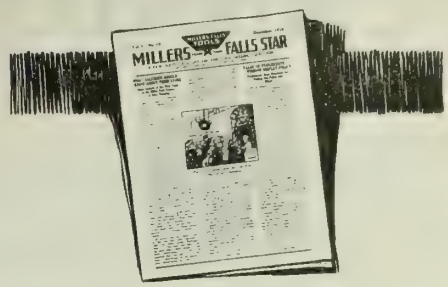
No. 130
Fall or general work
Very popular.

No. 131
Heavy pattern, for general house carpentry and heavy screw driving
Becoming very popular.

No. 135
Small size, for smaller screws, electrical work and wherever a large number of small screws are frequently driven.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



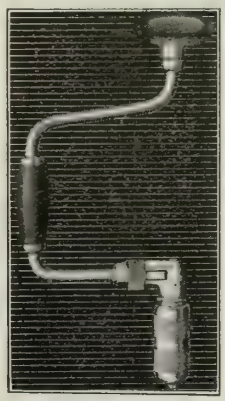
A Trade Paper That's Free

Every live hardware man takes at least one trade paper for new ideas on selling and merchandising. Here's a little trade paper that is chock full of new selling ideas and better retailing methods which costs you nothing but the trouble to send us your name.

Some of the dealers who are getting it have told us they often get better selling ideas from the "Star" than from the trade papers they are paying real money for. Our articles don't deal in beautiful generalities, but get down to bed-rock facts behind better selling, better window trimming, faster turn-overs and all the other problems that confront the progressive merchant. The chances are ten to one that you will get at least one real idea in each issue that you can adopt and put to work. Isn't that worth the price of a postal? Send us your name today and join the long line of forward-looking merchants now on our list.

As Staple as Nails

You can hardly run a hardware store without a stock of nails. And you can hardly run a tool department without a stock of our 732 Bit Brace. It is the standard brace with thousands of carpenters and amateurs as well because it has the two features that every real mechanic insists on having—a covered ratchet and ball-bearing head. Nickel-plated with cocobolo handles this brace is as handsomely finished as any tool in our line. Should have a place in every mechanic's stock.



MILLERS FALLS CO.
"Toolmaker to the Master Mechanic"
MILLERS FALLS - MASS.
N.Y. Office: 28 Warren St.

MILLERS FALLS TOOLS

If interested, tear out this page and keep with letters to be answered.

CANADA'S TOY FAIR

WILL OPEN ON

February 5th for two weeks to February 17th

on the second and third floors of the

TRADERS BANK BUILDING ANNEX

Entrance 8 Colborne St., Toronto

SEE CANADA TOYS FIRST

Every Toy Buyer should make it a point to visit this Fair, as there will be a representation of every toy and doll factory in Canada. Representatives will be present to show lines and take orders. Every manufacturer of toys or kindred lines is invited to co-operate and show his line at this Fair. For full particulars write L. G. Beebe, Sec.

The Toy Manufacturers of Canada

53 Yonge Street, Toronto

One Sale Leads to Many Others

When you sell one of these machines you make your customer an enthusiastic advertiser of washing machines in general and of the "London" No. 3 in particular.

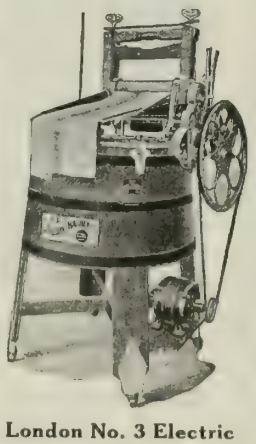
The

London No. 3 Electric Washer

is efficient, practical, durable and economical. It has machine-cut gears. It has the very best Electric Motor specially made for the purpose. It has a Lovell Wringer made from best live rubber.

Many homes in cities where female labor is scarce are buying these high-grade and complete washers, the wife and daughters themselves being compelled to do the work. A little effort on your part will succeed in introducing this fine washer into many homes.

Drop us a card for catalog and full particulars.



London No. 3 Electric

The London Foundry Co., Ltd.

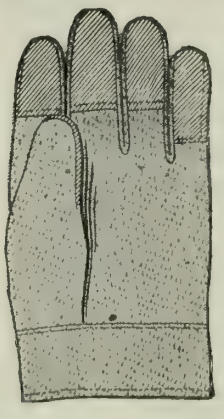
LONDON, ONTARIO, CANADA

They sell from January to December

It amazes many a dealer—the way these Cotton Gloves of ours sell. Never any trouble to sell them—the gloves are their own salesman. And the repeat orders are so constant, so sure, that the aggregate profit, **without effort,** in a year is entirely pleasing.

TAPATCO COTTON GLOVES

REGISTERED TRADE MARK BRAND



are utility Gloves—made for business—yet made attractively.

TAPATCO Cotton Gloves are made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

We also make a leatherette faced glove that is a winner. Get a sample of it.

You probably know these gloves well but give them a good show!

Order from your jobber.

The American Pad & Textile Co.

CHATHAM, ONTARIO

If interested, tear out this page and keep with letters to be answered.

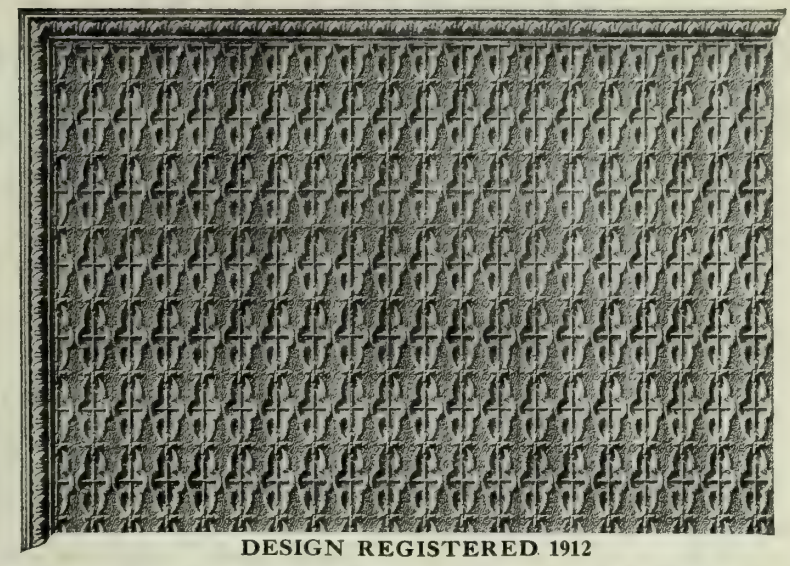
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

YOUR CUSTOMERS WANT THEM

"M-R-Co." Ceiling and Wall Plates are everlasting, beautiful, fire-proof, sanitary and economical. No other finish for wall or ceiling is in their class.

Send to-day for illustrated selling helps.



DESIGN REGISTERED 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

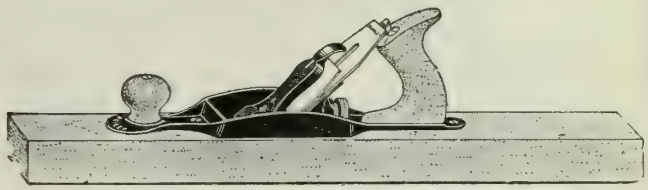
Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Established Since 1835.

Stanley Tools



Carpenters' Wood Planes

MADE IN CANADA

Every Carpenter needs two or more wood planes in his kit for rough outside work.

Those made by this Company at their Canadian plant are of a superior quality and fully guaranteed.

You will make no mistake to stock them.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

The DOMINION TOY MFG. COMPANY, Limited

Manufacturers, Manufacturers' Agents and Distributors

WILSON WAREHOUSE:

60-62 Front St. West : Toronto, Ont.

Sole Canadian Distributors for the following Manufacturers:

THE DOMINION TOY MFG. CO., Limited
Dolls and Teddy Bears

STANDARD TOY CO., Toronto
Doll Beds, Ring Toss, Wheel Toys and Iron Toys

MANUAL CONSTRUCTION CO., Limited, Toronto
Famous Manual Constructor

MAPLE LEAF TOY CO., Toronto
Wooden and Wooden Covered Platform and Rocking Horses

TOY PRODUCTS OF CANADA
FARM POINT, QUE.
Model Builders, Sail Boats, Games, Wooden Toys

SOREN BROS., Toronto
Tin Drums

THE A. MECKY CO., Philadelphia
Children's Vehicles

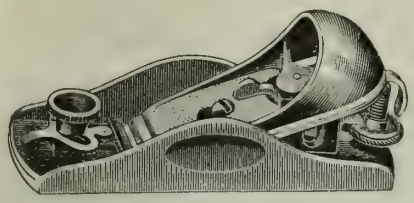
THE IVES MFG. CO., New Haven, Conn.
Winding and Electrical Miniature Railroads and Accessories

THE GREGORY RUBBER CO., Akron, Ohio
Rubber Balloons

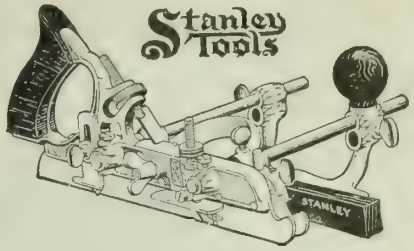
On sale by all or most Jobbers and Wholesale Toy and Fancy Goods Dealers, or write direct.

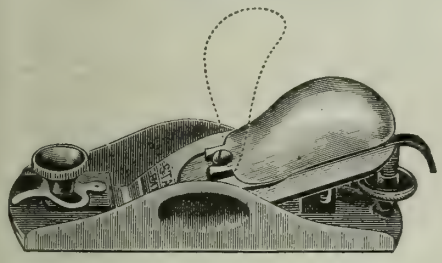
If interested, tear out this page and keep with letters to be answered.

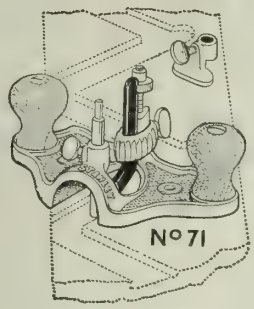
STANLEY TOOLS



Block Planes in all varieties







ROUTER PLANES

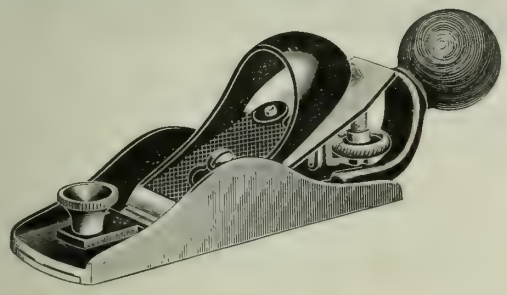
Stanley "Forty-five"

Seven Tools in One

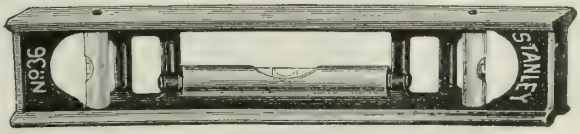
(1) Reading and Center-Beading Plane; (2) Rabbet and Filletster Plane; (3) Dado Plane; (4) Plow Plane; (5) Matching Plane; (6) Sash Plane; (7) A Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms. Carpenters will find this tool almost invaluable.

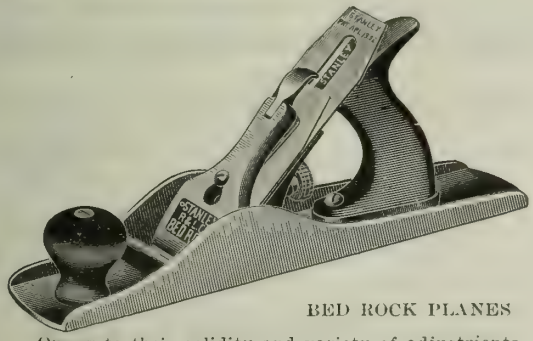
STANLEY "FIFTY-FIVE" is still more complete



Levels

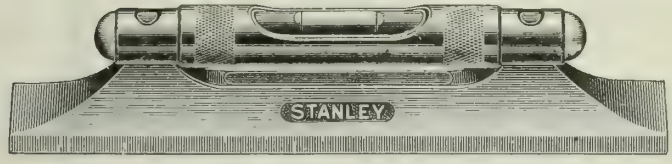


No. 36. Metallic plumb and level have perfect parallel surfaces, plain or grooved bottom for shafting 6, 9, 12, 18 or 24-inch sizes.



BED ROCK PLANES

Owing to their solidity and variety of adjustments surpass all others for fine work on all woods.



No. 34. Beautifully nickel-plated, with plain bottom or grooved for levelling up shafting.

Stanley's Wood Plumbs and Levels

in all sizes, at different prices, according to grade.

Stanley's Concealed Ratchet Braces, Stanley Rules, Stanley Mitre Boxes

are all the best of their kind.

WHOLESALE DISTRIBUTORS:

Caverhill, Learmont & Co.

MONTREAL

If interested, tear out this page and keep with letters to be answered.

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Style "A"

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YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

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Do you and your clerks devote enough attention to the youngsters that come into your store? Rifles, Shot Guns and General Sporting Goods are the "castles in the air" of every boy.

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Dominion Crown Black Powder shot gun shells are absolutely safe in the less expensive grades of single-barrel shot guns. Strong materials — careful loading — clean, quick powder are the outstanding features of Crown Shells.

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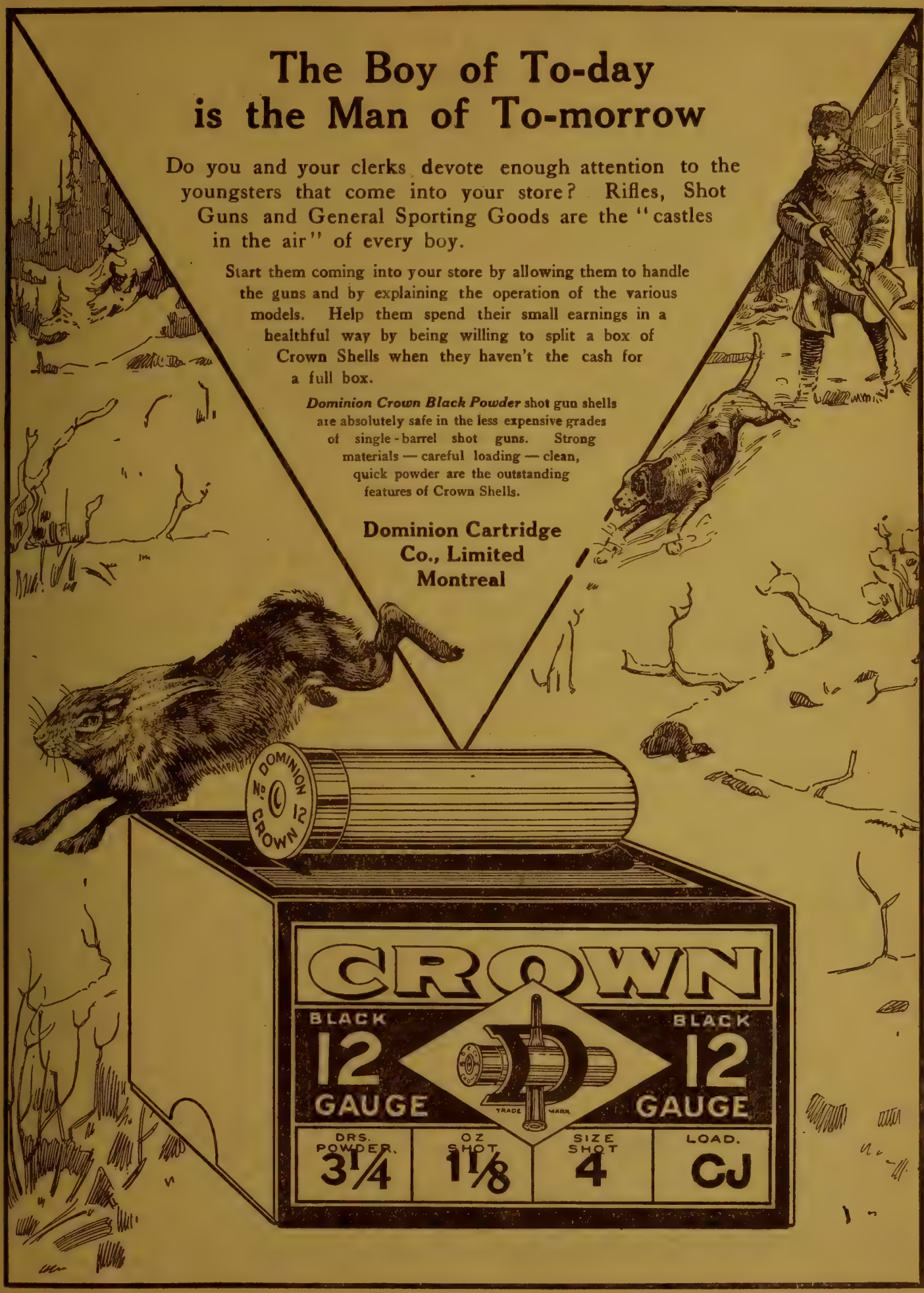

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
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A few profit-making hints for the *Hardware Dealer* who is looking for bigger and better business this year. These are from the Dominion Rubber System line, which is a guarantee that qualities are thoroughly dependable.

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Band Saw Bands.
Tack Bumpers.
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Coin Mats.
Bottle Mats.
Drain Board Mats.

Our facilities for prompt service are unequalled and our values are easily the best within reach. For further information write our nearest branch or direct to Head Office.

Canadian Consolidated Rubber Co., Limited

HEAD OFFICE, MONTREAL

28 Service Branches throughout Canada

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JANUARY 20, 1917 No. 3

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DISPLAY DEAL No. 63

	Sells for
3½ doz. 4 oz. O-Cedar Polish	$10.50
7 doz. 12 oz. O-Cedar Polish	42.00
½ doz. quarts O-Cedar Polish	7.50
O-Cedar Electric Sign.	
	$60.00

Above prices are subject to usual discount. Order from your jobber.

DISPLAY DEAL No. 64

	Sells for
10¾ doz. 4 oz. O-Cedar Polish	$32.25
4 doz. 12 oz. O-Cedar Polish	24.00
¼ doz. quarts O-Cedar Polish	3.75
O-Cedar Electric Sign.	
	$60.00

Above prices are subject to usual discount. Order from your jobber.

YOU NEED THIS VALUABLE SIGN

You get this sign free with either of the above orders. Every merchant knows the supreme value of the electric sign as an aid to attractive window dressing.

This O-Cedar Electric Sign is an exceptionally bright and powerful one—not merely an advertisement for O-Cedar, but a real help to your shop-front and therefore a real asset for your business.

It is well for the dealer to first take advantage of our Display Deals as above outlined. Later he can largely increase his O-Cedar profits by taking advantage of the O-Cedar Profit Deals which provide free goods equivalent to an extra discount.

O-Cedar Polish

(MADE IN CANADA)

Write for our new list of Profit Deals, which shows assortments with which Free Goods are offered.

Merchants who consider they might sell more of the O-Cedar Products than they are now selling, should call on us for help. We have other advertising matter which we supply Free, and which will help wonderfully in bringing to your store a part of the big O-Cedar business created by our newspaper publicity.

Our Dealer Helps are at the disposal of every merchant who sells O-Cedar—we back up the man who only stocks the line in a limited way, just as enthusiastically as we support the larger customers.

CHANNELL CHEMICAL COMPANY, LIMITED, 369 SORAUREN AVENUE, TORONTO

Garage in Jamestown, New York, equipped with Stanley Garage Hinges No. 1457, Door Holder No. 1774 and Cremone Bolt No. 1052.

A GARAGE equipped with Stanley Garage Hardware is a standing advertisement of the store it came from. Every prospective garage owner who sees how good looking and efficient the various items are in actual service, will want similar fittings for his own garage doors.

Stanley Garage Hardware

is advertised in publications which are read by home owners and builders, motorists, architects and contractors. Below is a partial list of mediums the Stanley Works is using to tell your customers about the line:

Literary Digest
World's Work
House Beautiful
Country Life
House and Garden
Craftsman
Countryside
Motor Life
Motor
American Motorist
Architecture
Architectural Record
Architectural Review
American Architect
Brickbuilder
American Carpenter and Builder
Building Age
National Builder
Architecture and Building

When a customer comes to you for Stanley Garage Hardware, will you be able to give it to him? If not, you'd better prepare, as the demand for it is daily growing and spreading. Write for Stanley Garage Hardware Catalog R-13 and information about Sales Helps.

THE STANLEY WORKS, New Britain, Conn., U.S.A.

Canadian Representatives: A. Macfarlane & Co., Coristine Building, Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, JANUARY 20, 1917 No. 3

Results of Christmas Display Contest

More and Better Windows Entered Than Ever Before—Decisions Reached Were Very Close in All Cases—Selling Force Was the Quality Sought Chiefly in Appraising the Displays—The Winners.

EACH year has seen the Christmas Window Display Contest of HARDWARE AND METAL grow bigger and more keenly contested; and 1916 was no exception to this rule. During the last few weeks of the year photographs poured in to the editor's office in ever increasing number, and when the judges began their task, they found a formidable assortment of displays awaiting them. Not only were more windows entered than ever before, but the quality of the displays undoubtedly was better; and, inasmuch as HARDWARE AND METAL'S contests have always produced some remarkable displays, this infers that the 1916 windows were on a remarkably high plane indeed.

It follows that the task of judging was an onerous one. There were so many good windows that the selections could be made only after a very careful consideration on all points and the minutest examination into the details of each display. In practically every case the decisions were close.

OVER 5,000.

1st prize.—H. W. Parr, c|o. Fawcett Hardware, Saskatoon, Sask.
2nd prize.—Chas. Byford, Bond Hardware Co., Guelph, Ont.
3rd prize.—Alex. Bailey, c|o Sumner Co., Moncton, New Brunswick.
4th prize.—P. E. Hughes, c|o Cochrane Hardware, North Bay, Ont.

The following received honorable mention in order of merit:—F. S. Keller, Latham's Hardware, Moose Jaw, Sask.; E. Hammond, Mills Hardware Co., Barton St. Branch, Hamilton, Ont.; Jack McKinnon, Sumner Co., Moncton, N.B.; Dunlop Bros. & Co., Amherst, N.S.; Barton & Fisher, Port Arthur, Ont.

UNDER 5,000.

1st prize.—Frank Butcher, c|o E. Miller, Aylmer, Ont.
2nd prize.—C. L. Black, c|o Binns Hardware, Newmarket, Ont.
3rd prize.—F. Menzies, c|o Owen & Birmingham, Campbellford, Ont.
4th prize.—Rutherford & Koeper, Simcoe, Ont.

The following received honorable mention in order of merit:—G. W. Eldridge, c|o Marshall-Eccles-tone, Timmins, Ont.; W. H. Hoffman, c|o Bernhardt & Spalding, Preston, Ont.; D. Warren, Canada Supply, Timmins, Ont.

Selling Force

Selling force was the quality sought for in the displays. A window is planned to sell goods, and the most successful display is the one which will create the most business. Although a striking display—one constructed with artistic balance and nicety of detail—will always attract attention, it may not always prove as successful from the standpoint of sales as another display less ornate and perhaps less striking at first glance. A good assortment of articles is one of the prime essentials, and price cards are now regarded as being necessary to achieve the best results. The judges kept these points in mind in making their selections.

The terms of the contest were similar to those established in previous years. Two sections were established—places of 5,000 and over and places under 5,000. Four prizes were given in each section as follows:—First, $10.00; second, $5.00; third, $3.00; fourth, $2.00.

The list of the prize-winners is given in the accompanying panel, and the displays that won first prize in both sections are reproduced herewith. Space does not permit showing all of the prize-winners in this issue, but the rest will be reproduced later.

The descriptions of the two leaders, as supplied by the winning display men, are appended.

Winner in Over 5,000

Harold W. Parr, of the Fawcett Hardware Co., Saskatoon, says: "Briefly, the description is as follows:—Color scheme for background and pedestals, cream and maroon. The three uprights are pebbled with alabastine, with frosted snow covering. The panels in the background are done in alabastine color. White forms the base, and by adding black showcards, the various shades, as shown in the panels, are produced. The two large showcards are made by using combination of wallpaper samples. Over 200 price tickets in the same color as the background were used.

"This was one of the best things we have done during all our experience in window display work. In scores of instances the goods were sold before the customer entered the store. We featured summer sporting goods very strongly and the results were exceptionally good.

"All the work, including the electric wiring, the showcards, the backgrounds and the panels, I handled myself."

Winner in Second Section

Frank Butcher, with E. Miller, Aylmer, who trimmed the first prize-winner in the section for places under 5,000, describes the display as follows:—"The bottom is covered with white, bleached cotton. Brass jardiniers, library lamps, and serving trays are displayed on a shelf near the top of the window, in order to overcome the bareness. Purple sateen and lattice work compose the background. In the arches are arranged cutlery and silver flatware. As a reminder of Christmas holly is scattered

(Continued on page 25.)

Awarded first prize for places over 5,000 *population, in* HARDWARE AND METAL'S *Annual Christmas Window Display Contest. Arranged by H. W. Parr for the Fawcett Hardware Co., Ltd., Saskatoon, Sask.*

Awarded first prize for places under 5,000 *population. Arranged by Frank Butcher for E. Miller, Aylmer, Ont.*

Charging Interest on Accounts

By Walter E. Lear

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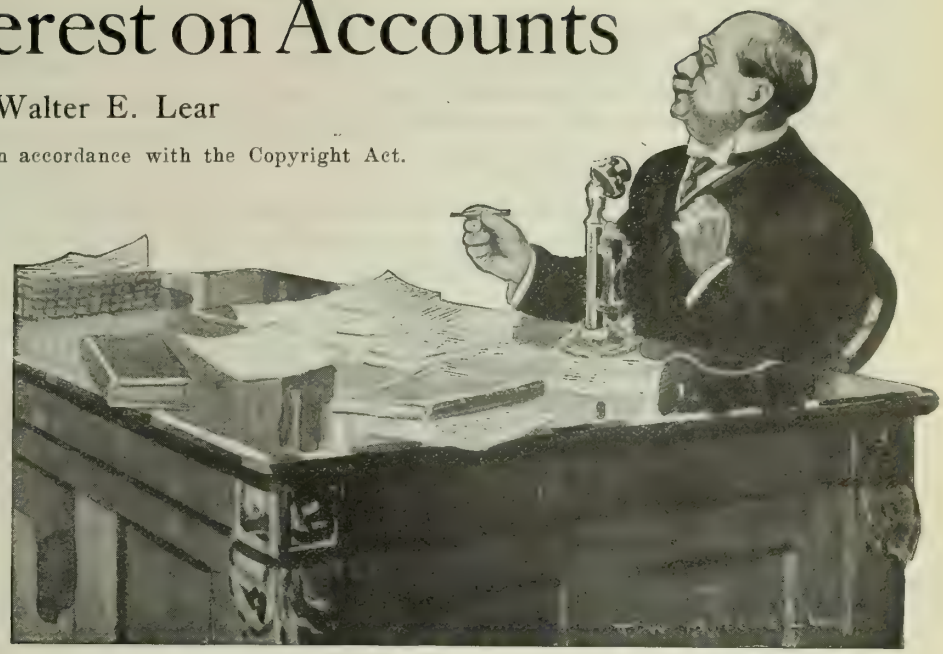


Is it legal for a merchant to charge interest on accounts? If so, when can he start to add interest? And how much interest can he charge under the law?

YOUR question is simple enough as asked, but to give you a short, simple answer would be dangerous. The answer to the above question all depends upon the particular circumstances of each particular case.

Let me take the retail merchant first. A customer telephones in an order for goods. The merchant delivers the goods. If this is the first order the merchant has received from the customer and if the customer has not asked for credit for any stated period, then the law presumes that the customer agreed to pay cash for the goods, either on delivery or upon the receipt of an invoice. In such a case, if the customer does not pay up at once, the merchant is entitled to charge 5% interest on the amount so overdue. He cannot charge a higher rate than 5%, no matter how his invoices may be drawn. Statements printed or stamped on invoices to the effect that *interest will be charged upon all overdue accounts at the rate of* 8, 10 *or* 12%, have no effect whatever, in such a case, because the customer did not agree to pay any such rate of interest and it always takes two to make a contract which the law will enforce.

Now supposing the customer has been in the habit of dealing with the merchant and the merchant has been in the habit of sending out monthly statements. Here the law presumes that the customer will pay the account within a reasonable time after it is received. If he does not do so, then the merchant is entitled to charge 5% interest on his overdue account, but no more, because the customer did not agree to pay any rate of interest at all and it is only by operation of the law that the merchant is entitled to charge the 5%. The law permits the merchant to charge the legal rate of 5% interest from the time when the customer should have paid the bill until such time as he actually does pay it.

WALTER E. LEAR.

Again, a prospective customer writes in to either a wholesaler or retailer and asks on what terms goods will be supplied to the customer; then is the time for the merchant to mention what rate of interest he will charge on all overdue accounts. He can thereafter collect any rate he mentions in his reply, because *the Interest Act,* Revised Statutes of Canada (1906), chapter 120, section 2, provides: "Except as otherwise provided by this or by any other Act of the Parliament of Canada, any person may stipulate for, allow and exact, on any contract or agreement whatsoever, any rate of interest or discount which is agreed upon." But, if the merchant fails to mention interest on overdue accounts, he will be allowed only 5% interest from the time when they should have been paid until the time when the accounts are actually paid. The letter asking for credit and the reply by the merchant when read together constitute a contract or agreement, provided that goods are ordered by the customer. The merchant cannot collect a higher rate of interest on overdue accounts than the customer has agreed to pay, but the customer must pay at least 5% interest on his overdue accounts, because the law presumes that he will pay his bills as they become due, according to the terms of credit agreed upon.

There is one exception to what I have just been saying as the merchant's right to stipulate for and recover any rate of interest on his overdue accounts. The above is perfectly good law so long as the rate of interest mentioned is so much per centum per annum, but for some unknown reason merchants have the foolish habit of printing statements on their invoices to the effect that interest at the rate of 1% per month will be charged on all overdue accounts."

If such statements are made in a reply to a letter asking for credit, or on invoices, etc., they have the effect of reducing the rate of interest which may be collected to 5%, because by section 4 of the above Act it is provided: "Whereby the terms of any written or printed contract, whether under seal or not, if any interest is made payable at a rate or percentage per day, week, month, or at any rate or percentage for any period less than a year, no interest exceeding the rate or percentage of 5% per annum shall be chargeable, payable or recoverable on any part of the principal money unless the contract contains an express statement of

(Continued on page 25.)

HARDWARE & METAL
CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JANUARY 20, 1917 No. 3

THE BONNE ENTENTE

THE visit of representative business men from the Province of Quebec to the Province of Ontario is the outcome of an idea that should find a response in every mind—the drawing closer together of the two dominant races in Canada. Between peoples of different origin and tongue it is never difficult to find causes of discord; and unfortunately there have been in Canada plenty of firebrands on both sides to light the fires and industriously fan the flames.

Race strife and class suspicion are inimical to progress. Comparatively small though the friction between French-speaking Quebec and English-speaking Ontario has been it has proven an obstacle to business. If Canada is to live up to her opportunities, if she is to shoulder her war burdens and sturdily face the future, there is no room for provincial friction or race strife.

As an evidence of the desire of French-speaking business men to bring about a wider amity, the Bonne Entente is a move that every patriotic Canadian will approve.

FIGHTING MAIL ORDER HOUSES

IT HAS often been asserted that all the retailer needs to combat the mail order menace is backbone—the courage to get out and fight the catalogue houses on their own ground. In this connection it is interesting to quote the advertisement of a western concern directed at the arch enemy. It was a full-page broadside, announcing the intention of the store to fight the mail order to a finish. If courage is all that is needed to beat the enemy this concern should make mail order buying a thing of the past in the environs of Moose Jaw. But, to quote from the ad.:—

"For some years past the much advertised mail order house has had full sway in Medicine Hat, and more particularly in the surrounding district. With grim determination and undaunted courage, we purpose campaigning Medicine Hat and district in the year 1917 in such a manner as will leave little doubt in the minds of any man, woman or child living within trading distance of our store, as to our ability to successfully compete with all competitors, mail order or otherwise. There has never been a greater opportunity afforded the local merchant within the past ten years than this year to eliminate the necessity of mail order buying. Never before in the past decade has the purchaser been so disappointed and dissatisfied with mail order goods as last year. We believe that fully forty per cent. of the mail order purchases in this district in 1916 were returned to the mail order house and a return of the purchase price demanded. It is one thing to substitute by and with the consent and approval of the customer over the counter—it is quite another thing to substitute by mail. It is one thing to read an exaggerated description of goods in a catalogue, written by an advertising man who is paid ten or fifteen thousand dollars per year to write a highly colored advertisement—it is quite another thing when you get the goods and compare.

"Have you ever noticed how few of the standard lines manufactured by the RELIABLE manufacturing institutions of Canada are advertised in the catalogue? Why? Have you ever received a guarantee with any article you ever purchased from a mail order house? If not, why?

"As we are entirely dependent upon the good will and patronage of the people of this city and district for our existence as merchants, we are compelled to sell ONLY such goods as will be satisfactory to our customers. As we are directly in competition with mail order houses, who spend huge sums of money in advertisements, and who place an elaborately designed free catalogue on every kitchen table in this community two and three times a year, we are compelled, if we would exist, to offer exceptional inducements within the next 90 days to every man, woman, boy and girl who are buyers of eats and wears, to trade in our store.

DISPLAYS—AND SELLING FORCE

THE judges of HARDWARE AND METAL'S annual Christmas window contest found before them a remarkable array of photographs. Contests of previous years have brought together a fine lot of display pictures but in the matter of general excellence, 1916 broke all records.

Selecting the best displays from so many remarkably fine windows was no mean task; but the judges kept one great point in front of them—Selling Force? On that point each window was judged. Selling Force, in this connection, covered a broad sweep. Into it entered artistic arrangement, the power to arrest the eye and compel the admiration; but the display which ran to appearance solely and failed to supply a sufficient selection was considered to be deficient in selling force.

This, after all, is the focal point in all business. The retailer has only one objective—to sell goods. Selling Force must be behind everything he does. It must be the sole guiding factor in his advertising, the reason behind store arrangements, the potent influence on his buying. When Selling Force is found in all operations of a store, there you find a business that is going ahead.

Retail Merchants of Ontario Appeal Against the Peddler

Arguments Advanced to Prove That the Peddler is a Menace to the Retailer—How He Exerts an Unfair Competition

THE transient trader, or peddler, has in some centres become a very serious menace to the established trade. These peddlers who do a cut-price business, in many centres are, of course easily enabled to cut under the figure that for the established retailer would be only a fair margin of profit. Their place of business being mainly located under their own hat they have no taxes to pay on the property, while the license fee that they are compelled to pay is in no way a compensation for the grocer's rent charges. These traders have been increasing in such numbers that they have become a decided menace in various places, and they have spread into all lines of trade, so that their activities are not of moment to one class of dealers alone.

As these transient traders operate no established business they are not an asset to the community in which they exist. They are not even of real benefit to the consumer. They do indeed cut prices which may accrue to the advantage of the individual for the time being, but having no established stand and no business obligations, they serve the public only when they can do so to their own decided advantage. Nor do they always operate in what may be described as a legitimate way. It has been brought to our attention that not infrequently these peddlers, when their right to trade in any town has been questioned, have flashed in the faces of these officials a county license to peddle, and have claimed that this gave them liberty to operate anywhere within that county. In this way many of them have been enabled to trade in a community absolutely in defiance of the actual law. The difficulty in this connection is that many officials in small communities do not know just what their powers are, and consequently have been prone to accept the word of a brazen peddler as to their legal rights.

For this reason we are calling attention to an amendment to the Municipal Act, Chap. 34, which, after outlining the powers of a county to pass by-laws, states: "A by-law of a county passed under this paragraph, shall not have force in a town which has passed a by-law for a similar purpose." In other words, the acts of a town take precedence over those of the county in which the town is situated, and no peddler can lawfully present a county license in any town where there is a license by-law in operation.

In recognition of the dangerous element that the transient trader and peddler is introducing into the retail trade, the Retail Merchants' Association of the Province of Ontario is issuing a petition urging the Provincial Government to make some changes in the law governing this matter. This petition reads as follows:—

"We, the undersigned retail merchants, doing business in the municipality of desire to call your attention to the fact that the present Act which gives municipalities the power to regulate and license peddlers and transient traders, is by no means satisfactory.

"In calling your attention to some of the objections to this Act, we recognize that it is too large and important a subject to deal with in this brief memorial, and we would therefore request you to appoint a small committee from the members of the Legislature, before whom we would be pleased to submit the evidence which has been gathered by the executive officers of the Retail Merchants' Association of Canada, Ontario Provincial Board, on this important subject, and the proposed amendments to the Act which we think are necessary, both in the interests of the residents of the various municipalities of Ontario, as well as dealing fairly with those resident retail merchants who have their capital invested, and who are assisting to build up every city, town or village in the province."

IMPERIAL OIL COMPANY CONVENTION

The salesmen and heads of departments of the Imperial Oil Company of Canada met in convention at Sarnia from January 9 to 13. In the neighborhood of sixty representatives were present, including the resident and assistant managers, and large station agents from such points as Peterboro, St. Catharines and Brantford. G. W. Mayer, vice-president and managing director of the Imperial Oil Company, presided over the deliberations of the convention. The doings of the convention took the nature of discussions on the products of the company, the policy of the firm and advertising methods. Many ideas there brought to light will in all probability become a part of the policy of the company as worked out through the various department heads. President Ramsay, of the Perfection Stove Company at Sarnia, gave an address on oil burning devices, which was very instructive. The sales manager of the Gilbert & Barker Manufacturing Company, of Springfield, Mass., also gave an address on oil storage systems. Representatives of the Vacuum Oil Company, of Rochester, were also present and took part in the deliberations. The last day of the convention was given up to a visit to the refinery at Sarnia and to the Perfection stove works. Those attending from the Toronto office were J. F. Shatford, general manager Queen City Division; F. J. Wolfe, lubricating manager, and G. I. Hambly, travelling manager. This was the second annual convention. It will be held in Toronto next year.

CHARGING INTEREST ON ACCOUNTS

(Continued from page 23.)

the yearly rate or percentage of interest to which such other rate or percentage is equivalent."

I wish to particularly warn merchants from collecting interest, upon the assumption that they have the right so to do, because they have such notices printed on their invoices. The rate of interest sought to be charged must be stated at so much per centum per annum, not 1% per month. If the merchant collects 1% per month interest from any customer, then the customer has a right action against the merchant, for section 5 of the Interest Act, provided: "If any sum is paid on account of any interest not chargeable, payable or recoverable under the last preceding section, such sum may be recovered or deducted from any principal or interest payable under such contract."

My answer to the above question is, that a merchant may collect any rate of interest on overdue accounts, which the customer has agreed to pay, provided that the rate of interest is so much per centum per annum; and in case where no rate of interest has been agreed upon, then the merchant is entitled to collect 5% per annum on overdue accounts, from the time when they ought to have been paid until the time when they actually are paid.

RESULTS IN CHRISTMAS WINDOW CONTESTS

(Continued from page 21.)

throughout the lattice work and ceiling. In the foreground, flatware is seen. Back of this on raised plate-glass shelves, supported on stands, are displayed safety razors, cut glass, case goods, and electric library lamps, etc. Each line has been kept separate as far as possible. Price cards marked in plain figures are used throughout."

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

One of the notable advances in hardware lines during the week has been in cordage products, where an advance of one-half cent. to four cents per pound has been recorded. This advance was forecast in HARDWARE AND METAL in the leading article of December 30 issue. Waste has also made a big advance. This was also mentioned previously in these columns as being highly probable. Other advances have been recorded in iron rivets and burrs, curry combs, scales, garden hose, trace chains, bifurcated and tubular rivets, oil stoves, lamp chimneys, machinery steel, sleigh shoe steel, toe calk steel, horseshoe iron, crowbars, vises, clay and rock picks, pliers, pipe plates, dies and bushings, padlocks, cabinet locks. New prices have also been announced on electric weld chain. Gasoline and benzine have registered an advance of one cent per gallon. Linseed oil is in firm market and advances have been recorded in certain quarters. There is great difficulty being experienced by crushers in getting supplies of flaxseed forwarded. Some crushers are not looking for new trade under the conditions, but are only endeavoring to take care of their customers' needs. Turpentine held steady in price. Business in all hardware lines has been good. Embargoes placed on periodically by the railways in certain districts are a constant source of concern to wholesalers whose goods are thus held up.

MONTREAL MARKETS

MONTREAL, Jan. 17.—The hardware trade in Montreal is at present in every way in condition similar to that of the closing months of 1916. Business keeps coming in and prices keep going up. There are many minor changes and some major changes this week, and the retailer is warned by large wholesale firms to look out for possible advances soon in bolts, wood screws, wire nails, steel and bar iron, fittings, axes and lawn mowers, shovels and horseshoes. Shovels are said to have advanced in the States by 10 per cent. last week. Chain prices may be found increased. There is one solitary decline in price this week, one firm quoting tarred felt at $2.75 per 100 lbs., when last week it was quoted at $2.85. Canadian poultry netting is now on the same discount as U. S. netting, i.e., 30 off. The demand for maple season hardware is coming now, and many lines of articles required are up in price.

Iron and Steel Increasingly Firm

IRON AND STEEL.—To tell the story of iron and steel this week as regards conditions in Montreal is simply to reiterate all that has ever been reported before on this product of the great basic industry of construction and (in war time) of destruction at least as regards the purpose to which a vast proportion of the product of the industry is put. The situation is unrelieved by any new source of supply. It takes years to establish an iron and steel foundry plant, and those now starting their serious development in Canada will probably come in for the big boom that peace will ultimately bring to the Dominion. Supplies of all lines of iron and steel produced hardware, heavy and light, are extremely short at present in proportion to average national need for them, and all lines are hard to replace. Little wonder that prices still keep on their merry upward climb.

From the American Angle of Business

MANUFACTURED LINES.—In conversation with several of the greatest manufacturers of hardware lines imported into Canada from the United States during a conference in Buffalo last week, one of Montreal's principal hardware wholesalers heard facts of great interest to the whole trade, the sum and substance of which led only to the one conclusion, namely, that prices for hardware cannot possibly see any reduction for six months or more even should peace arrive. Deliveries of all lines of articles made from iron and steel by the mills are tremendously slow. Some mills are months behind with contracts, and have orders in hand placed a year ago not yet commenced. The shelves of the great wholesale stores of manufactured steel products are depleted to the verge of bareness. Replenishment is difficult and very slow. Prices must inevitably keep high, and the great firms of the United States have now issued written instructions to travellers to stay with the retailers, their customers, and patiently go over lists and prices to protect the retailers from selling goods at a loss.

Stoves and Ranges Have Sold Very Well

STOVES AND RANGES.—The slower period in range and stove selling from wholesale to retail trade has arrived, but leading wholesalers in Montreal declare that they have not for some time back experienced so busy conditions as prevailed in January so far, and the season altogether for stoves and ranges has been very busy up to now. Increased prices adopted recently have not retarded demand for the period of the year, for it is better than usual, and the iron and steel outlook is certainly not towards any chance of cheaper stoves in a hurry. All lines of heaters have sold well, and are selling still. Manufacturers of stove pipe announce the belated arrival of consignments of Canada plate ordered about a year ago, and now rather late for needs of the market, but none the less welcome, as this material has been in absolute scarcity in Montreal quite lately.

Maple Sugar Season Appliances Advance

MAPLE APPLIANCES.—The market is opening for maple sugar season appliances in the hardware line, and finds everything very much firmer priced than formerly. Perfection sap spouts have advanced 10 per cent., and are now quoted at $17 per thousand to the retailer. Empire and Beaver sap spouts are also increased in price in line with the tremendously advanced price of tin-

ned iron and tinplate. The many other varieties of sap spouts are generally increased in price on the same scale. Some lines have advanced 25 per cent. Buckets and covers and cans for the syrup are costing more this season by from 10 to 25 per cent., and there is a slight advance—10 per cent.—in tapping bitts, while the great cost of tinned iron and tinplate has also enhanced the cost of evaporator outfits by at least 10 to 15 per cent.

Steel Bars, Also Rivets and Burrs Up

STEEL BARS, ETC.—Increased prices are given out this week by several firms of wholesalers on steel. One leading firm quotes as follows:—Machinery steel (iron finish), $4.40 per 100 pounds (other firms quote 5c less); sleigh shoe steel, $4.35; band steel, $4.35; toe calk steel, $5.25; mild steel, $4.35; tire steel up to 1½ x ½ inch, $4.55, and over that size $4.45. The foregoing prices vary a little with other firms, being about 5c lower in most cases. Horseshoe iron is quoted at $3.65. It was $3.55 last week.

Iron Rivets and Burrs Up

Iron rivets and burrs show a new discount of 27½ per cent. Formerly this was 32½ per cent. The increase is inevitable in view of iron and steel conditions.

Crowbars Advance Again.

Crowbars have advanced a dollar per 100 pounds to $5.50 per 100, according to one large wholesale firm in Montreal.

Standard Vises Have Advanced Five Per Cent.

STANDARD VISES.—An advance is recorded in standard vises this week, the prices quoted by one large Montreal firm being as follows:—30-lb., $10.40; 35-lb., $9.40; 40-lb., $9.85; 45-lb., $10.30; 50-lb., $11.80; 55-lb., $11.25; 60-lb., $12.20; 65-lb,. $13.15; 70-lb., $14; 75-lb., $15; 80-lb., $16.50; 85-lb., $16.50; 90-lb., $18.75; 95-lb., $19.75; 100-lb., $20.95; 120-lb., $27.

These prices represent an advance over former quotations of about five per cent.

Picks, Clay and Rock and Hammers Advanced

CLAY AND ROCK PICKS.—Further advances are also recorded in clay and rock picks by the same firm which notes the advance in vises. This firm quotes for clay picks 5-6 lbs., per dozen, $6.50; 6-7 lbs., doz., $6.75; 7-8 lbs., per doz., $7; 8-9 lbs., doz., $7.50; 9-10 lbs., doz., $8.50.

Rock Picks

For rock picks the prices quoted are: 5-6 lbs., $7; 6-7 lbs., $7.25; 7-8 lbs., $7.50: 8-9 lbs., $8, and 9-10 lbs., $9.

Pick Mattocks

Pick mattocks are priced at $7.25 per doz.

Hammers Also

All hammers fitted with handles, both light and heavy, are reported up about 10 per cent., or at least half a cent a pound, according to general trade reports in Montreal by the principal wholesalers of hardware.

Shelf Goods Show Various Minor Changes

SHELF GOODS.—Besides the 10 per cent. increase on hammers of the light-handled varieties, both American and Canadian, there were not many specially noteworthy changes in shelf goods prices.

Pliers Advance

The many lines of Smith & Hemmenway pliers of all sorts and kinds show an advance of at least 10 per cent. this week. The Henry Boker pliers are not so prominent on the Canadian market since the war, being a German standard make, though very good at that.

Pipe Plates, Dies and Bushings

Butterfield pipe plates, dies and bushings are up in price this week, showing a new discount equivalent to a rise of about 10 per cent, the discount not yet calculated for trade purposes. The dies and bushings may take a higher discount than the pipe plate.

Remington U.M.C. Goods

The Remington U.M.C. rifles and ammunition supplies are being priced according to the Winchester new list scale and discount as given last week.

Padlocks Up in Price

PADLOCKS.—Padlocks and Corbin cabinet locks all show an advance of about 10 per cent. this week again. These lines come principally from across the border.

Rope Has Again Advanced in Price

ROPE.—Advances in price of rope again appear this week. The new base price for pure Manila is 1½c higher than previous quotations, being now 27c. British Manila base is 22½c, and sisal 20½c. An addition to Montreal report will be found on page 31.

TORONTO MARKETS

TORONTO, January 19.—There is little booking ahead these days. Business is largely of a hand-to-mouth nature. Both wholesalers and retailers have shown a disposition to be careful in their buying. Retailers are not looking ahead for contracts, neither are the wholesalers seeking to tie up to contracts for the future. Wholesalers on the other hand in their buying from the manufacturers are exercising the same care. Manufacturers are not seeking to give contracts for the wholesalers are not eager for them except in cases where it is plainly to their advantage. There are few such instances being recorded these days. One of the notable advances during the week has been in the price of cordage. Manila rope advanced a cent and a half and sisal rope went up another one-half cent. All classes of scales have again advanced by the change of the discount, approximately five to ten per cent. Garden hose has advanced approximately 10 per cent. Curry combs have again advanced. Iron rivets and burrs have gone up in price by the changing of the discount. Gasoline has advanced one cent per gallon and all other oil products are in a very firm market. Crude oil at the wells is now up to a record price with prospects of still more advances. The new lists and discounts on Winchester fire-arms and ammunition have been received by the trade. This is a rearrangement to facilitate the figuring of prices. This list will be found elsewhere in this issue. New price lists for Perfection oil stoves and heaters are out which provide for an increase of approximately 20 per cent. over prices charged heretofore. Business has been good during the week. There is considerable trouble experienced by wholesalers through temporary embargoes being placed on certain districts by the railways. This is not alone true of American railways but Canadian roads as well.

Iron Rivets and Burrs Have Discount Changed

RIVETS AND BURRS.—By the change in the discount for iron rivets and burrs there has been an increase of approximately 5 per cent. The former discount for black and tinned burrs was 30 per cent. off list while the new discount is 27½ per cent. Burrs were also formerly 30 per cent. discount and are now 27½ per cent. Copper rivets have not changed in price and remain at 30 per cent. added to list. With copper burrs the price still holds at 50 per cent. added to list. There is a firmness in bifurcated and tubular rivets and new lists are about to be issued on these which will provide for an increase of approximately 15 per cent. to the jobber.

American manufacturers have also advanced their prices on these articles and the Canadian market is following upward in sympathy. It is needless to say the higher prices have been occasioned by the high prices for raw materials and labor.

Curry Combs Make Advance of 5 Per Cent.

CURRY COMBS.—Following the recent advance of 5 per cent. in the price of curry combs still another advance in a like amount has been made effective during the past week. The price has been changed to 10 per cent. added to list as compared with 5 per cent. added formerly. Curry combs have been headed to higher levels for some weeks past, no less than four advances having taken place within the past six or eight weeks. With a continuation in the high price of raw materials there would be sufficient indication that the top price has not yet been reached.

All Scales Record Still Another Advance

SCALES.—New discounts have been issued to apply to Champion and standard scales which provides for a substantial advance in price. Where the discount was formerly 25 per cent. on the standard list it is now 20 per cent. Net prices on the Champion scales at the time of writing had not yet been issued by the manufacturers, but it is expected they will soon be sent out.

Big Advances Take Place in Cordage

CORDAGE.—An advance of 1½c per pound in the best grade of Manila rope and in the British and New Zealand brands establishes a new record for high prices for that commodity. The best brand of Manila is now selling at 27c per pound while British and New Zealand ropes are quoted at 22½c per pound. Sisal rope has also advanced a half cent per pound and is quoted at 20½c per pound. Sisal lathyarn, tarred and untarred, and both single and double, have advanced ½c per pound. Tarred ratline, marline, houseline and hambroline and halyards rope remain unchanged. There has, however, been an advance of 1½c per pound in African hem marline or lobster twine of 1½c per pound. There has been increase in the differential above basis in a number of instances which provide for increases from 4c to 5c per pound. On the bolt rope and whale line the differential has been increased from 3c above base price to 8c above base price. Manila transmission rope has also been advanced 5½ cents per pound by the changing of the differential from 4c above basis to 8c above base. In the special yacht rope for the three and four-strand the differential has been increased from 14c to 18c above basis, which makes an increase of 5½c per pound. The same increase of 5½c per pound has taken place on six-thread trawl line, tarred and untarred, and on lobster marline in both standard and fine. These advances were forecast in the leading article in HARDWARE AND METAL of December 30. Referring to the condition at that time this article said: "During the past week quotations have again been made by the Regulating Commmission which are 3½c per pound higher than recent quotations. The sisal fibre is now quoted at 13½c per pound, as compared with 10⅜c at the time of the last sales. This puts great firmness in the sisal rope and Manila rope products. An advance is looked for in these products almost any time and may probably take place before this article is printed." The advance in sisal rope of 1c was recorded in our issue of January 6. Now this week an advance of 1½c per pound on manila rope has taken place and an extra ½c per pound on sisal which makes the advances for both brands of rope an equal amount. There is a continued firmness in the market for these products as the Regulating Commission has again withdrawn quotations on the sisal fibre which previously had been quoted at 14½c per pound.

FIREARMS AND AMMUNITION PRICES.

Revised prices of Winchester Repeating Arms Co., in which they advise having revised their list prices to facilitate uniform discounts.

Models 1873, 1890, 1892, 1894, 1903 Automatic, 1886, 1895, 1905 Self-loading, 1907 Self-loading, 1910 Self-loading.

Above 5% advance on list.

Single Shot Rifles.

Model 1897—Repeating shotguns.

Model 1901—Lever action repeating shotguns.

Above 5% advance on list.

Single Shot Shotguns.

Model 1912—Hammerless repeating shotguns.

Model 1911—Self-loading shotguns, interchangeable bbl. and forearm.

Model 1911—Interchangeable bbl., including receiver and action.

Model 1911—Extras on this gun.

Model 1911—Trap grade guns.

Model 1911—Pigeon grade guns.

Above 5% advance on list.

Thumb Trigger Single Shot Rifles.

Model 1902—Single shot rifles.

Model 1904—Single shot rifles.

Model 1906—Extra lightweight 22 cal. repeating rifles.

Above 5% advance on list.

Detached sights, 22½% advance on list.

Reloading tools and gun parts, 22½% advance on list.

Supplemental chambers, 61½% advance on list, equal $7.45 doz. net.

Red W. Jointed Cleaning Rods, 61½% advance on list, equals $13.40 doz. net.

Breech Loading Cannon, 40% advance on list, equals $12.25 each net.

AMERICAN AMMUNITION.

All ammunition is subject to a discount of 2½%.

B.B. Caps—Round ball.

B.B. Caps—Conical.

Cartridges.

Rim fire (except 41 Swiss), black, lesmok or smokeless powder, including 22 short, 22 short spotlight, 22 long, 22 long rifles, with regular or hollow point bullet.

Cartridges.

41 Swiss rim fire, centre fire pistol sizes, centre fire military and sporting sizes.

All blank cartridges, including 22 short rim fire, 32 short rim fire, 32 S. & W. and 32 S. & W.

Shot Cartridges, rim fire—Shot cartridges, pistol sizes; shot cartridges, centre fire; shot cartridges, centre fire. Sporting sizes.

Primed shells and bullets.

Primers.

Winchester Nos. 1, 1½, 2½, 2, 250 in box.

Winchester Nos. 1 and 2, 100 in box.

Winchester Nos. 1-W, 1½-W, 2½-W, 3-W, new 4-4½-5½, 100 in box.

Berdan Nos. 1, 1½, 2, 250 in box.

Empty Paper Shot Shells.

Leader, 4 and 8 gauges, 10, 12, 16 and 20.

Repeater, 10, 12, 14, 16, 20, 24 and 28 gauge.

New Rival, 10 and 12 gauges.

New Rival, 14, 16 and 20 gauges.

Empty Brass Shot Shells.

First quality; Rival.

Gun Wads.

Felt or cardboard.

Percussion Caps.

G.D., F.L., E.B. or ground edge.

Musket 4 split, U.S. army; Musket 6 split, varnished; Musket 6 split, foil lined; Musket Spanish ribbed.

Loaded Paper Shot Shells.

New Rival—Blue in color, loaded with black powder.

Nublack—Yellow, loaded with black powder.

Repeater—Loaded with smokeless powder.

Leader—Loaded with smokeless powder.

Small gauges, 410 cal. (12 m/m) and 32 ga. (14 m/m).

Broken cases 5% advance.

Tie Out Chains Follow Cow Ties Up

CHAINS.—New discounts have been made effective on tie out chains following the change in discount announced last week on cow ties. The discount from list prices on cow ties is now 25 per cent. while the discount on tie out chains is 67½ per cent. In the case of cow ties the discount was formerly 32½ per cent. and for tie out chains 70 per cent. Three-chain and four-chain cow ties are also changed to 25 per cent. Stall fixture bars remain at a discount of 25 per cent.

Waste Products Have Made Big Advances

WASTE.—The advance in waste products forecast in HARDWARE AND METAL last week as likely to take place has been made effective. The advances are considerable and range from 1½c per pound to 3c per pound on certain grades. Cream polishing waste that formerly sold for 20c per pound is now quoted at 21½c. One brand of white wiping waste that formerly sold for 15c is now quoted at 18c per pound. The higher market has been caused through the big demand for these products and the scarcity of raw materials from which they are made.

Garden Hose Makes Advance of 10 Per Cent.

GARDEN HOSE.—By an advance in the discounts the price of garden hose has been increased approximately 10 per

cent. The increase has been occasioned by the high price of cotton which enters into the making of the fabric. All sizes and grades from ½-inch up to 3-inch in diameter have shared in the advance. For the best grade of hose in sizes ½-inch to 3-inch the discounts have been changed from 30 and 5 per cent. off list to 25 per cent. off list. On No. 2 grade the discount has been changed from 50 and 5 per cent. to 40 and 10 per cent. For No. 3 hose in all sizes the discount has been changed from 50, 10 and 5 per cent. to 50 and 5 per cent. off list. No. 4 grade has been changed from 60 and 5 per cent. to 50, 10 and 5 per cent. off list. On the wire wound in ½-inch and ¾-inch the discount has been changed from 50, 10 and 5 to 50 and 5 per cent. For sheeting hoes the advance has been from ½c per foot to 1½c per foot. On the 3-ply ½-inch in this variety of hose the price has been increased from 6½c to 7c per foot and on the ¾-inch six-ply the price has been raised from 13c to 14½c per foot.

New Prices on Oil Stoves Are Announced

OIL STOVES, OVENS, HEATERS.—New prices of Perfection oil stoves, cabinets, ovens and water heaters have been announced to the trade this week. This advance has been anticipated in HARDWARE AND METAL for some weeks past. It is considerable and amounts to about 20 per cent. For instance on the three-burner stove the increase has been from $10.45 to $12.55 each. Other lines have been advanced in proportion. Following are the new prices that have been made effective from January 12, 1917:

Stoves

No. 2 Perfection, $9.50; No. 3 Perfection, $12.55; No. 4 Perfection, $16.00; No. 37 Perfection, $40.00; No. 92 Puritan, $9.50; No. 93 Puritan, $12.55; No. 94 Puritan, $16.00; No. 61 Perfection, $3.40; No. 62 Perfection, $7.65; No. 81 Perfection, $4.90; No. 82 Perfection, $9.40.

Cabinets

No. 92, $4.25; No. 93, $4.75; No. 94, $5.75.

Ovens

No. 21G, $2.60; No. 22G, $3.30; No. 41G, $2.60; No. 42G, $3.30; No. 141G, $2.50; No. 142G, $3.20.

Water Heaters

No. 01, $22.30; No. 03, $30.30; No. 08, $32.00.

Sad Iron Heaters, doz.	$4.30
Wicks and Carriers, doz.	2.40
Broilers, each	3.10
Toasters (Enamel), each	1.05
Toasters (Tin), each	.50

Lamp Chimneys Go Up 25 Cents Per Dozen

LAMP CHIMNEYS.—There has been an advance of 25c per dozen in the various sizes of lamp chimneys carried by the Imperial Oil Company. On the large size chimney that formerly sold for 90c per dozen the price is now $1.15 per dozen. The smaller sized chimneys are 10c per dozen cheaper than the large size and are now quoted at $1.05. This increase has been occasioned by the higher prices of the manufacturers of lamp chimneys in the United States. Chimmneys have followed the tendency of other glass products in the firm tone of the market.

Ammunition Lists Have Been Issued

FIREARMS, AMMUNITION. — The new lists on Winchester ammunition have been received by wholesalers during the week which while they do not provide for any material increase make the discounts uniform on all the various grades of ammunition. This change was made by the company in order to facilitate efficiency. The discount from list is now 2½ per cent. on ammunition. The various discounts on firearms are given in this issue. Following are the list prices on some of the well-known classes of ammunition:

AMERICAN AMMUNITION

List Prices

	Per M.
B.B. Caps	$3.50
B.B. Caps, concave ball	4.40
22 Short	5.00
22 Long	6.00
22 Long Rifle	7.00
22 Short Smokeless	5.35
22 Long Smokeless	7.50
22 Long Rifle Smokeless	8.75

SPORTING CARTRIDGES

Centre Fire Smokeless:	
303 Winchester	$32.75
303 Savage	32.75
303 British	95.00
32 Winchester Special	32.75
38-55 Winchester	76.00
401 Winchester, Self-loading	76.00

PRIMERS

Nos. 1, 1½ and 2½	$3.60
Nos. 1 and 2 (100 in box)	3.80
Nos. 1-W, 1½-W, 2½-W, 3-W and New 4, 5 and 5½ (100 in box)	3.80
Berdan, Nos. 1, 1½, 2 (250 in box)	3.60
Berdan, Nos. 1, 1½, 2 (100 in box)	3.80

Globe, Angle and Check Valves Again Up

VALVES.—An advance of approximately 5 per cent. has been made in the price of globe, angle and check valves for the high grade and medium pressure. Where the discount on the high grade was formemrly 22½ per cent. it is now 20 per cent. On the medium pressure valves the discount has been changed from 45 per cent. to 40 per cent. Discount on the quick opening radiator valves is now quite general with dealers at 60 per cent. off list. Formerly some were quoting at 60 per cent. and others were quoting at 65 per cent. All other classes of valves remain unchanged, with the exception of brass gate valves which have registered a considerable advance. Where formerly the discount was 30 per cent. off list it is now 22½ per cent. There is a firmness in the market for all valves owing to the high price of raw materials. Labor also is an increasing factor of importance in the high cost of production. Demand for these articles has been good, particularly so in valves for steam work. Following are the discounts:

	Per Cent.
Ground work	45-47
Compression work, standard	55
High grade	48
Cushion work	40
Fuller work, standard	54
High grade	47
Basin cocks, No. 0, standard	49-53
High grade	49
Nos. 1 and 2, standard	49-53
High grade	40
Bath cocks	55
Flatway stop and waste cocks, standard	53
High grade	50
Roundway stop and waste cocks, standard	53
High grade	50
Steam cocks, standard	53
Steam cocks, high grade	50
Globe, angle and check valves, standard	25
High grade	20
Radiator valves, standard	30
High grade	30
Patent quick opening valves	60
Basin Cocks—	
No. 0 & 1, Fuller pattern	53
No. 0 & 1, compression	49
Midget	51
Steam cocks, square nut	50
Steam cocks, iron body	45
Globe, angle and check valves, medium pressure	40
Radiator valves, standard	60
Radiator valves, Jenkins disc	60
Radiator valves, quick opening	60

Soil Pipe and Fittings Have Been Marked Up

SOIL PIPE.—An advance has been recorded in the price of soil pipe and fittings by the change of the discount on these commodities. Where the discount on medium and extra heavy pipe 6-inch and under was formerly 60 per cent. it is now 55 per cent. For 8-inch pipe and larger the discount is now 40 per cent. as compared with 45 per cent. formerly. For fittings the discount is now 60 per cent. for both medium and extra heavy as compared with 65 per cent. formerly. There is a firmness in the market for this product and with heavier demand there would undoubtedly be still higher prices.

Steel of Various Kinds Go Still Higher

STEEL AND IRON.—There is a firmness in the market for iron and steel that has resulted in moving up the prices on a number of the steel lines from 10c to 25c per hundred pounds. Mild steel is now quoted at $4 as compared with $3.75 recently. Band steel is quoted at $4.25 as compared with $4.15 formerly. Sleight shoe steel has been moved up from $3.90 to $4. Tire steel has been advanced 25c and is now selling at $4.20. Toe calk steel is quoted at $4.65 the former price being $4.50. There is no indication as yet that the top price has been reached in these commodities.

Peace Proposals Have Steadied Metal Markets

The situation in the metal markets is practically unchanged, and there have been no developments of importance during the week. The peace proposals are still affecting the market to some extent and will doubtless tend to steady prices for a considerable time. Prices generally are firm and unchanged.

COPPER.—The market is steady and prices firm. Practically all the big producers are sold up for six months, and are out of the market. Prices being quoted now are for resale metal. Local quotations are nominal and unchanged at 36½c per pound.

TIN.—Quotations in London advanced recently, but the New York market is dull and unsettled, with a small volume of business. Local quotations unchanged at 47-48c a pound.

SPELTER.—The possibility of the war being prolonged has strengthened the spelter market, but prices are unchanged. Local quotation, 13¼c per pound.

LEAD.—The market is dull and featureless at unchanged quotations. Local price, 9½ per pound.

ANTIMONY.—The market continues dull and prices have an easier tendency. Local quotation, 18c per pound.

ALUMINUM.—The market is quiet and easy, with quotations unchanged at 68c per pound.

SCRAP.—The market for scrap ingot metals is now steadier after the recent decline, but has still a weak tendency. Indications do not point to a revival in the near future, and a further decline in price is not unlikely. Prices of scrap steel, on the other hand, are holding firm, but no changes have been made during the week. The embargo on the export of steel scrap is tending to depress the market, particularly on steel turnings, as supplies of this material are again accumulating.

Spelter, lb.	$0.13	....
Pig lead, per lb.	0.09¼	$0.09½
Lead pipe, lb.	0.13	.....
Lead waste pipe, lb.	0.14	.....
Lead traps and bends	Net list	
Lead wool, lb.	0.12	.....
Lead sheets, 3 lbs. sq. ft.	0.12¼	.....
Lead sheets, 3½ lbs. sq. ft. .	0.12¼	.....
Lead sheets, 4 to 6 lbs. sq. ft..	0.12	.....

Cut sheets, ¾c lb. extra and cut sheets to size 1c lb. extra.

Solder, guaranteed, lb.	0.28½	.....
Solder, strictly, lb.	0.26	0.28
Solder, commercial, lb.	0.24½	.....
Solder, wiping, lb.	0.23	0.26
Solder, wire, lb.	0.27	0.35
Zinc sheets, per lb.	0.25	.....

LONDON MARKETS

LONDON, ONT., JAN. 18.—With stocktaking completed, retailers are now busy going after trade. The outlook for 1917 is very promising, and retailers here and in the surrounding districts are very optimistic. Prices still continue to advance, although the changes are not quite so numerous as they were towards the end of the year.

Alabastine and Muresco have advanced in price. This advance will not come as a surprise to the members of the trade who have been following the market reports. HARDWARE AND METAL, in the issue of Dec. 30, stated that higher prices on calcemines were inevitable.

Roofing Nails Go Still Higher

American large head roofing nails have advanced, and are now quoted at $7.70 per 100 lbs. in 100-lb. kegs, and $7.95 per 100 lbs. in 25-lb. boxes.

Wire nails remain firm at $4.70 per keg, base. Cut nails are also firm at $4.25 base. Horseshoe nails are firm at the advanced prices noted last week.

Fence wire is unchanged at the following prices per 100 lbs.: Barb, $4.50; No. 9 plain gal., $4.25; No .12 plain gal., $4.40; No. 13 plain gal., $4.50; No. 9 coil spring, $4.30; No. 10 O. and A., $5.16; No. 11 O. and A., $5.22; No. 12 O. and A., $5.30.

Cow Chains, Ties, Halters, Etc., Advanced

New discounts are out on cow ties, trace chains, etc., as follows:—Cow ties, 25 per cent.; trace chains, 25 per cent.; stall fixtures, 25 per cent.; dog chains, 37½ per cent.; halter chains, 37½ per cent.; tie-out chains, 67½ per cent.

Oil Cooking and Heating Stoves Advance

New and higher prices have been issued on New Perfection and Puritan oil stoves. Prices for present and spring shipment are as follows:—

Two burner oil stoves	$9.50 ea.
Three burner oil stoves	12.55 ea.
Four burner oil stoves	16.00 ea.
1 burner ovens, No. 141g	2.50 ea.
2 burner ovens, No. 142g	3.20 ea.
New Perfection wicks	2.40 dz.
New Perfection Oil Heaters, No. 120	3.35 ea.
New Perfection Oil Heaters, No. 125	3.25 ea.
New Perfection Oil Heaters, No. 130	3.75 ea.

Alabastine Advances

Alabastine has advanced 1c lb. list, and the new price follows:—White, $11 per 100 lbs. list, less 40 per cent., or $6.60 net; colors, $12 per 100 lbs. list, less 40 per cent., or $7.20 net. Add 20c per case for ½ packages.

Sinks, Rivets, Burrs, Valves Advanced

Cast enamel sinks have again advanced. The new prices are as follows:—

Size	16x24 in. Each	18x30 in. Each	18x36 in. Each
Lots of 1	$4.32	$4.72	$5.76
Lots of 2	4.26	4.66	5.70
Lots of 3	4.20	4.60	

Rivets and Burrs Higher

A new discount of 27½ per cent. is quoted on iron rivets and burrs. Net prices on 5-lb. packages, assorted coppered rivets and burrs follow:—

Asstd. No. 8 x ½-lb.	$1.60 pkg.
Asstd. No. 8 x ¼-lb.	1.74 pkg
Asstd. No. 10 x ½-lb.	1.70 pkg.

Valves Advanced

Standard and Jenkin pattern, globe, angle, and check valves have advanced about 10 per cent. The new discount is 40 per cent. off list.

Shoe Thread Advanced

New and higher prices are named on shoe thread. Prices are now quoted as follows, per lb.:—Barbour, No. 8, $1.64; No. 10, $1.72; No. 12, $1.75; No. 15, $1.82; No. 20, $1.87. Star, No. 8, $1.57 lb.; No. 10, $1.64 lb.; No. 15, $1.77 lb.

Stillson and Trimo Wrenches Higher

Stillson and Trimo wrenches are now quoted at 50, 5 per cent off list; parts for same are quoted at 50 per cent. off list.

Shellac Prices Are Adjusted

Revised prices have been issued on orange and white shellac, as follows:—Orange, 1 gal., $2.45 gal.; ½ gal., $2.55 gal.; ¼ gal., $2.65 gal.; pints, $4.45 doz.; ½ pints, $2.65 doz.; ¼ pints, $1.50 doz.; ⅛ pint, 90c doz. White, 1 gal., $2.70 gal.; ½ gal., $2.80 gal.; ¼ gal., $2.90 gal.; pints, $5 doz.; ½ pints, $2.90 doz.; ¼ pints, $1.70 doz.; ⅛ pints, 95c doz.

Oil, Turps and Glass Unchanged

The demand for linseed oil is light. Prices are unchanged as follows:—

	Raw.	Boiled.
1-2 bbls.	$1.15	$1.18
3-5 bbls.	1.14	1.17
6-9 bbls.	1.12	1.15

Turpentine is unchanged at 81c per Imp. gallon in single barrel lots; 80c per Imp. gallon in 2 to 4-barrel lots; 88c per Imp. gallon in 5-gal. lots.

Glass remains as follows:—Single dia., 20 per cent.; double dia., 20 per cent.; cut lights, 50-5 per cent.

White lead in oil remains firm at $14.50 per 100 lbs. in ton lots, and $14.80 per 100 lbs. in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, Jan. 18.—Predictions as to the business to be handled during the month are coming true, with the result that jobbers throughout the city are very busy. A big proportion of the orders being handled are for mixed cars—at this time of the month retailers are busy with their stocktaking and as a result, mail-orders are not very numerous.

The tendency is still upward but the feature of the week reveals itself in the price of linseed oil, which after holding firm for several weeks through an erratic grain market, declines five cents per gallon. The new prices based on this decline are as follows:
Raw $1.35 per gal. bbl. lots; Boiled $1.38 per gal. bbl. lots.

No change is evident in the price of turpentine, the market remaining firm at the following prices: bbl. lots 85c gal.; ½ bbl. lots, 88c gal.; 5 gal. and 1 gal. lots, 90c gal.

During the past few weeks, there have been a great many advances in the price of wrought iron pipe and though each advance has been small, the aggregate is assuming large proportions, and the visions as recorded below set a new high water mark. The demand continues fair in accordance with the season and no decided falling off is to be noted in the quantity of business being handled.

Wrought iron pipe black, per 100 ft., ¼, $4.28; ⅜, $4.37; ½, $5.67; ¾, $6.98; 1, $10.35; 1¼, $13.95; 1½, $16.70; 2, $22.50.

Wrought iron pipe galvanized, per 100 feet: ¼, $6.75 ⅜, $6.84; ½, $7.47 ¾, $9.41; 1, $13.91; 1¼, $18.81; 1½, $22.50; 2, $30.24.

A further advance is noted during the week in the price of wood alcohol, quotations now being as follows, with price of container included: 5 gals. $1.52 per gal.; 1 gal. $1.70 per gal.

During the week another incline is evident in the price of tacks, the discounts now being carpet tacks 70 per cent. discount; cut tacks 70 per cent. discount; wire tacks, 60 per cent. discount; shoe tacks 20 per cent. advance on list.

One of the most important lines affected during the week is drills. For sometime now advances have threatened but it is only now that revised discounts are coming into effect. To-day's prices are: No. 108 twist drill, 40 per cent. discount; No. 105 jobbers stet shank, 35 per cent. discount; No. 110, blacksmiths, 35 per cent. discount; No. 112 blacksmiths, 35 per cent. discount; No. 104A taper shank, 10 per cent. advance on list.

One line, at least, in the hardware business has suffered very little during the past two years of war in the matter of price and that is grindstones. In spite of the many advances recorded in nearly every other line, no change has been evident in this commodity until this week, when an advance of 25c per 100 lbs. is given out. This makes the price to-day on grindstones $2.00 per 100 lbs.

It is some time since activity has been noted in the glass market, but from reports avaialble an advance seems probable nearly any time. Jobbers have been selling on the basis of their cost of some months ago, and when new stocks begin to arrive, a decided increase will have to be made. To-days prices are as follows on window glass:—

	Single	Double.
Up to 25 in.	$7.25	$11.00
26 to 40 in.	8.25	12.75
41 to 50 in.	10.75	14.25
51 to 60 in.	11.25	15.00
61 to 70 in.	12.25	16.00

A slight revision in the price on files is noted during the week, the Canadian lines being the only ones affected. The new discount now applying on quotations is 55 per cent.

Other lines on which an advance is in evidence, and the latest discounts are:—

Cow bells, 35 per cent.

Dudgeon tube expanders, 70-10 per cent.

MONTREAL MARKETS

(Continued from page 27.)

The Ingot Metals Show Some Strength

INGOT METALS.—The market for the ingot metals this week was rather quiet still. Most of the metals noted as being in demand at all last week showed further firmness and strength during the present week.

Copper in Varied Mood

COPPER.—While in some quarters copper was found to be in slightly easier toned market, other directions reported a reversion to firmness and strength; $36 per 100 pounds was the high quotation; $35 the low.

Lead Rather Firmer

LEAD.—The market for lead, which was strengthening last week, continued this tone for the present week, and was in good demand at prices around $10.25 100 lbs., with chances of going to firmer, and some quotations as high as $10.50.

Tin Still Firming Up

TIN.—In the market for tin also there was strength of tone, and rather more activity than prevailed last week, when the first strengthening tendencies became apparent. Prices per 100 pounds for tin were about $49 to $49.50, with an upward tendency for the time being.

Spelter Was Unchanged

SPELTER.—The market conditions for spelter were unchanged this week, and prices remained in Montreal as quoted here last week, viz., $15 to $15.25 per 100 pounds, with only fair demand.

Sheet Zinc Also Quiet

SHEET ZINC.—The conditions as regards sheet zinc were also unchanged from last week, and these quieter conditions of demand kept prices as before, namely, 25c to 25½c per lb. for this metal.

Antimony Very Quiet

ANTIMONY.—Unquoted for some few weeks back in the Montreal report, but steadily quoted in Toronto reports, antimony was in Montreal this week found to be still in quiet, rather slack market, and quoted at 18c.

Solders Unchanged

SOLDERS.—Prices for solders, tinsmiths' and wiping, remain unchanged in Montreal this week, as compared with last week's quotations. The price for tinsmiths' is 32c per lb., and for wiping 30c.

PRACTICAL SHEET METAL WORK

(Continued from page 34.)

small arc 4, cutting this by using top 2 and top R as radius.

To complete the whole pattern, repeat operation until four large and four small pieces have been made; by carefully breaking the metal at each angle a neat taper piece can be made. Fig. 3 is not necessary, except that it will prove good practice for the reader, enabling him to draw different elevations, viz., diagonal plan and elevation in this case.

If flange is required to cover the chimney cap, allowance must be made for seam and lock at lower portion of pattern.

(Continued in next issue.)

Mr. A. Frigon, hardware dealer and general merchant of Amos, Ont. (near Cobalt), arrived this week in Montreal after a chilly trip through wintry weather, and reported business very brisk in his direction. He placed some good orders for new supplies to meet the requirements of his growing district.

SALESMAN WANTED

WANTED — HARDWARE SALESMAN with not less than 5 years' experience; good stockkeeper and window trimmer; good opportunity for the right man. Apply, with full particulars, to Box 419 Hardware and Metal, Toronto.

EVENTS IN THE TRADE

Business Changes

Baden, Ont.—Allen Bechtel has sold his hardware and coal business.

Lethbridge, Alberta.—C. W. Gray, hardware merchant has sold out.

Camrose, Alta.—Hiram Burgar, hardware merchant, has sold to Morris & Taylor.

Makinak, Manitoba—H. Leslie, harness and hardware has been succeeded by John Hodges.

Halifax, N.S.—Longard Bros. have been succeeded by Longards, Ltd. The officers of the new company, which has recently been incorporated, are as follows: C. C. Longard, president; A. H. Longard, vice-president; John J. Hines, general manager; W. H. Wilson, secretary-treasurer.

Personal

Raymond Cantlin was a visitor in Montreal this week from New Britain, Conn.

Morris Wheeler, of New Haven, Conn., U.S.A., paid a business visit to Montreal during the current week.

J. Poole, of McArthur, Irwin, Ltd., Montreal, was visiting in Toronto and district during the current week.

A. W. Peck, of New Britain, Conn., was in Montreal this week and called on business friends in hardware circles.

A. Birmingham, of New York, well known in hardware circles, was renewing acquaintances in Montreal this week.

R. C. Misson, of the Sherwin-Williams Co., Montreal, was in Ontario on business this week. He visited Woodstock.

Brandram, Henderson Co., Ltd., have appointed H. Cunningham to the managership of their Western Division, with offices in Winnipeg.

G. M. Edwards, who for a considerable time has occupied the position of manager of the Central Division of Brandram, Henderson, Ltd., is at present taking a recuperative rest from business, and may go South for a holiday.

A former Montreal hardware merchant, very well known to a wide circle in the trade, visited Montreal this week from New York, in the person of D. J. Smith, of the Smith-Hemenway Co. Mr. Smith was the original proprietor of the Smith Hardware Co. in Montreal.

Sergt. Robt. H. Harrison, of the 20th Battalion, formerly Canadian representative of the Hall Mfg. Co., Monticello, Iowa, is home from France on sick furlough, after spending 2 years and 3 months in khaki. He is suffering from heart trouble, brought on by his many months of active service.

J. Glenister, manager of the plumbing department of the J. H. Ashdown Hardware Co., wholesalers, Winnipeg, left this week for Chicago, Milwaukee, Minneapolis, Madison, Detroit, and will probably go East as far as Toronto. He is calling on manufacturers, and will be away probably three weeks.

H. Seybold, of Starke-Seybold Co., Montreal, has returned from Buffalo, where he spent an interesting time attending the convention of the Beaver Board Co. Mr. Seybold brings back some interesting impressions of conditions in the hardware business in the United States, having met a number of prominent U. S. hardware men while at the convention. Mr. Seybold spent a busy half day in Toronto while away on this business trip, and there renewed a number of valued business acquaintances.

Obituary

Renfrew, Ont.—Alex. Barnet, president Barnet Mfg. Co., is dead.

Vancouver, B.C.—The funeral was held in this city of the late William Arthur McMartin, who was recently in charge of the city sales department of McLennan, McFeely & Co., and who passed away at the General Hospital. Formerly of Pembroke, deceased had been with the firm for eight years.

St. John, N.B. Notes

Lance-Corporal William R. Longmire of the 26th battalion a former employee in the hardware establishment of Philip Crannan, M.P.P., St. John, has been awarded the military medal for distinguished services at the front.

W. S. Fisher of Emerson & Fisher, Ltd., St. John, is leaving soon for the South accompanying his son, Captain Donald S. Fisher who has returned from the front to recuperate and who has not yet entirely recovered.

James S. Neill of J. S. Neill & Sons, Ltd., wholesale and retail hardware, has been re-elected president of the Board of Trade of Fredericton, N.B. Other officers elected are W. S. Hooper, vice-president; R. H. Simonds, secretary, and J. M. Lemont, treasurer.

Major Percy McAvity of McLean, Holt & Co., St. John, and Captain George Keefe, formerly of the staff of The James Robertson, Co., St. John, both of whom returned after being wounded, have been recommended for staff appointments with the New Brunswick command, headquarters.

A novel advertising device for attracting attention to their establishment is in use on the big hardware establishment of T. McAvity & Sons, St. John. A flood light is concentrated on the Union Jack which flies at the top of a tall flag pole mounted on the roof and the illuminated flag, fluttering in the breeze against the background of the dark sky, is an attention attracter of the first order.

Frank Dunstan, master mechanic with T. McAvity & Sons, Ltd., St. John, has left for New Glasgow to become assistant to the superintendent of the Nova Scotia Steel & Coal Co., there. On Saturday evening he was the guest of honor at a banquet given by his former associates in St. John. A case of pipes was presented to him, on behalf of the gathering, by the Superintendent, H. C. Evans.

Winnipeg Notes

The Alberta Linseed Oil Mills, Medicine Hat, Alta., have appointed G. T. Mumford, Galt Bldg., Winnipeg, as their representative there.

Sherwood and Fraser, Galt Building, Winnipeg, have been succeeded by G. T. Mumford, who has run the business for the past year. Mr. Mumford was formerly manager of the Manitoba Linseed Oil Mills, Winnipeg. He is now representing Sadler and Haworth, Montreal, and carries a stock of belting at Winnipeg.

To Open Calgary Branch

Vancouver, B.C.—The annual meeting of the F. R. Murray Co., Ltd., 117 Pender street west, Vancouver, B.C., was held recently, and a most satisfactory year was reported. Two additional directors were elected for the ensuing year, C. A. Rogers and O. E. MacQuoid. In order to keep pace with their expanding business and for greater convenience of the trade, it was decided to open a sample room in Calgary, early in the New Year, and Mr. MacQuoid, who looks after the Alberta business, will be in charge. The F. R. Murray Co. are importers of basket wares, aluminum goods, household specialties, and jobbers of toys and fancy goods.

HARDWARE LETTER BOX

Maytag Washer

S. R. Peart, Rockwood, Ont.—Please give name of firm making the Magtie power washer, which is being sold in the West.

We do not know of a washer called the Magtie. The Maytag power washer is sold in the West, and is manufactured by the Maytag Co., Ltd., Winnipeg, Man. —Ed.

* * *

Collection Agencies

Lougheed Hardware Co., Lougheed, Alta.—Please give names of collection agencies in Boston, Mass.

Herrick's Mercantile Agency, 89 State street, Boston, Mass.; Read's Legal & Mercantile Agency, 161 Devonshire street, Boston, Mass.—Ed.

* * *

Waste Paper

The Peterborough Hardware Co., Ltd., Peterborough, Ont. — Please advise where we can sell waste paper.

E. Pullan, Adelaide and Maude sts., Toronto; The Levi's, 100 John street, Toronto.—Ed.

* * *

Ideal Oak Stove

A. L. Shields, Kincardine, Ont.—Where can we secure repairs for the Ideal Oak stove No. 215?

McIntyre & Taylor, 501 Queen street W., Toronto.—Ed.

* * *

Joy Malleable Range

W. G. Butler, Perth, Ont.—Please advise where we can secure parts for the Joy range, formerly made by the Joy Mfg. Co., Toronto.

Parts can be secured from the Canadian Heating & Ventilating Co., Owen Sound.—Ed.

* * *

Who Makes Rex Stove?

Duncan Munn, Ripley, Ont.—Can you inform me where to get repairs for the Rex heater. It is an oak heater. Also repairs for the Laurentian, originally made by the Perrin's Plough & Stove Co.

Repairs for Laurentian stove can be secured from Tudhope, Anderson Co., Orillia, Ont.

Have no record of manufacturer of the Rex stove. Can any of our readers kindly advise where this stove is made, or who can supply repairs?—Ed.

* * *

High Oven Range

Peter Lutz, Lemberg, Sask.—Please give names of makers of high oven ranges.

Clare Bros. & Co., Preston, Ont.; Enterprise Foundry Co., Sackville, N.B.; Doherty Mfg. Co., Sarnia; Jas. Stewart Mfg. Co., Woodstock, Ont.—Ed.

* * *

Baler Manufacturers

Bruce, Stewart & Co., Charlottetown, P.E.I.—Please give the names of manufacturers of paper balers.

Stephenson, Blake & Co., 60 Front Street W., Toronto; Climax Baler Co., Hamilton, Ont.; General Sales Co., Stair Building, Toronto; Spielman Agencies, Montreal, Que.—Ed.

* * *

Square Point Screwdrivers

McKinley & Northwood, Ottawa, Ont. —Kindly give the name of the manufacturer of a square point screwdriver that fits the patent square counter sunk heads, instead of the slotted screw heads.

P. L. Robertson Mfg. Co., Milton, Ont.—Ed.

* * *

Plate Glass Shelves

R. Norwood Co., Welland.—Please advise where we can purchase plate-glass shelves for use in windows.

Toronto Plate Glass Importing Co., Toronto; Consolidated Plate Glass Co., Toronto.—Ed.

* * *

Monel Metal

The Hall Zyrd Foundry Co., Hespeler, Ont.—Please advise where monel metal is made.

Monel metal is made by the International Nickel Co., 43 Exchange Place, New York, N.Y.—Ed.

* * *

Walker Pilot Stoves

Finkheiner Hardware, Milverton, Ont. —Is the Walkerville Steel Range Co. at Walkerville or Grimsby, or where can we get repairs for same?

Walker Steel Range Co. was formerly at Grimsby, but was taken over by the Hall Zyrd Foundry Co., Hespeler, Ont.—Ed.

* * *

Forest City Oak

H. H. Otton & Son, Barrie, Ont.—Please give name of maker of the Forest City Oak heater.

The McClary Mfg. Co., London, Ont.—Ed.

* * *

No. 12 Oakdale Crown

Subscriber—Please inform us who makes the No. 12 Oakdale Crown stove.

Can any of our readers supply the maker's name?—Ed.

* * *

Store Elevators

R. T. Holman, Ltd., Summerside, P.E.I.—Please give names of elevator manufacturers.

Darling Bros., Ltd., Montreal, Que.; Otis-Fenson Elevator Co., Toronto; A. B. Electric Co. of Canada, Montreal, Que.; E. S. Stephenson Co., St. John, N.B.; McLaughlin Elevators, Ltd., Montreal, Que.; the John McDougall, Caledonia Iron Works, Montreal.—Ed.

* * *

Monarch Steel Range

W. H. Jones, Amherstburg, Ont.—Please advise where the Monarch steel range, No. 9-18, is made.

Clare Bros & Co., Preston, Ont.—Ed.

CATALOGUES AND BOOKLETS

Pflueger Fishing Tackle

A splendidly illustrated 394-page catalogue has been issued by the Enterprise Mfg. Co., Akron, Ohio, featuring a wide range of fishing tackle. It has been the company's aim in this work to illustrate the various products in a concise and practical manner, adding only such information as may prove of value. Copies of the new catalogue No. 37 will be supplied on request.

* * *

Books for Sheet Metal Workers

How to Make the Business Pay is the title of a helpful book for the merchant contractor, which just came from the press. Three of the chapters stand out with special prominence with respect to the subjects treated. These are: Ascertaining the True Cost of Conducting Business, Approved Methods of Estimating on Contracts, Book-keeping, a Complete System of Methods and Forms. There are six other chapters, all dealing with important topics.

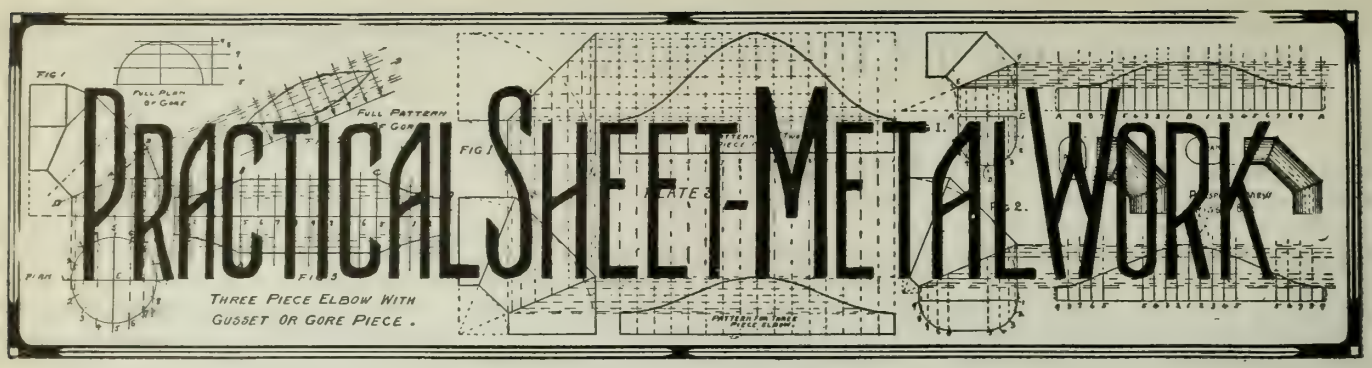
The book is illustrated with diagrams to add to the clearness of the text, and also with the reproduction of estimating blanks, book-keeping forms and charts.

It has been issued by the Sheet Metal Publication Co., under the authorship of Edwin L. Seabrook, secretary of the National Association of Sheet Metal Contractors. It comprises 175 pages, 6 x 9 in., is substantially bound in cloth, and retails at $2 per copy.

MILLION DOLLARS INSURANCE CHRISTMAS GIFT TO EMPLOYEES

Life and disability insurance policies, totaling in the neighborhood of one million dollars, were given to the 1,200 employees of F. E. Myers & Bros. and the Faultless Rubber Co., Ashland, Ohio, as holiday gifts.

The officers of these two concerns concluded after mature deliberation that nothing would be more desirable than insurance protection to those dependent upon workers in their establishments. All employees except travelling salesmen were included in the gift.



BY THOMAS STANFIELD

IT has often been found that a chimney on a fairly good-looking residence has been too short and an extension piece has been required so as to improve the draft. And a round extension piece has not been quite as artistic as the owner would like, the following article shows what was done in such a case not long ago. The existing chimneys on the house were octagonal, and to make the extension look somewhat in keeping with the rest of the chimneys an octagonal one, with ornamental top, was made to fit the one described herewith; the cap piece will appear in the next article. Herewith is simply the taper piece from square to octagonal, the latter being the centre.

First draw the plane as shown in G H I K, and from I K Aa Bb Cc Dd draw a number of dotted lines, from which the elevation can be drawn. Now extend the dotted lines from centre line L horizontally, upon which the pattern must be developed for the large side; dotted lines Ee Dd must also be extended, cutting same as shown at N. Now place the compass at F in elevation and open to C; this measurement is transferred to N, cutting dotted line at O, and draw a vertical line through point O until points R P are developed. Now draw two more horizontal lines from H and K to R and P respectively.

By drawing solid lines, as shown from N^1 N^2 to R and P the pattern for the large side is complete.

To develop the pattern for the small piece draw centre dotted line L M through point K. Then draw two more lines from Cc Dd to S S, and, by placing compass point at F, opening them up to C, the true length of the small pattern is procured. By transferring this measurement to centre line L M, from short line S S to M, and by joining points S S and M, the pattern for the small piece is completed.

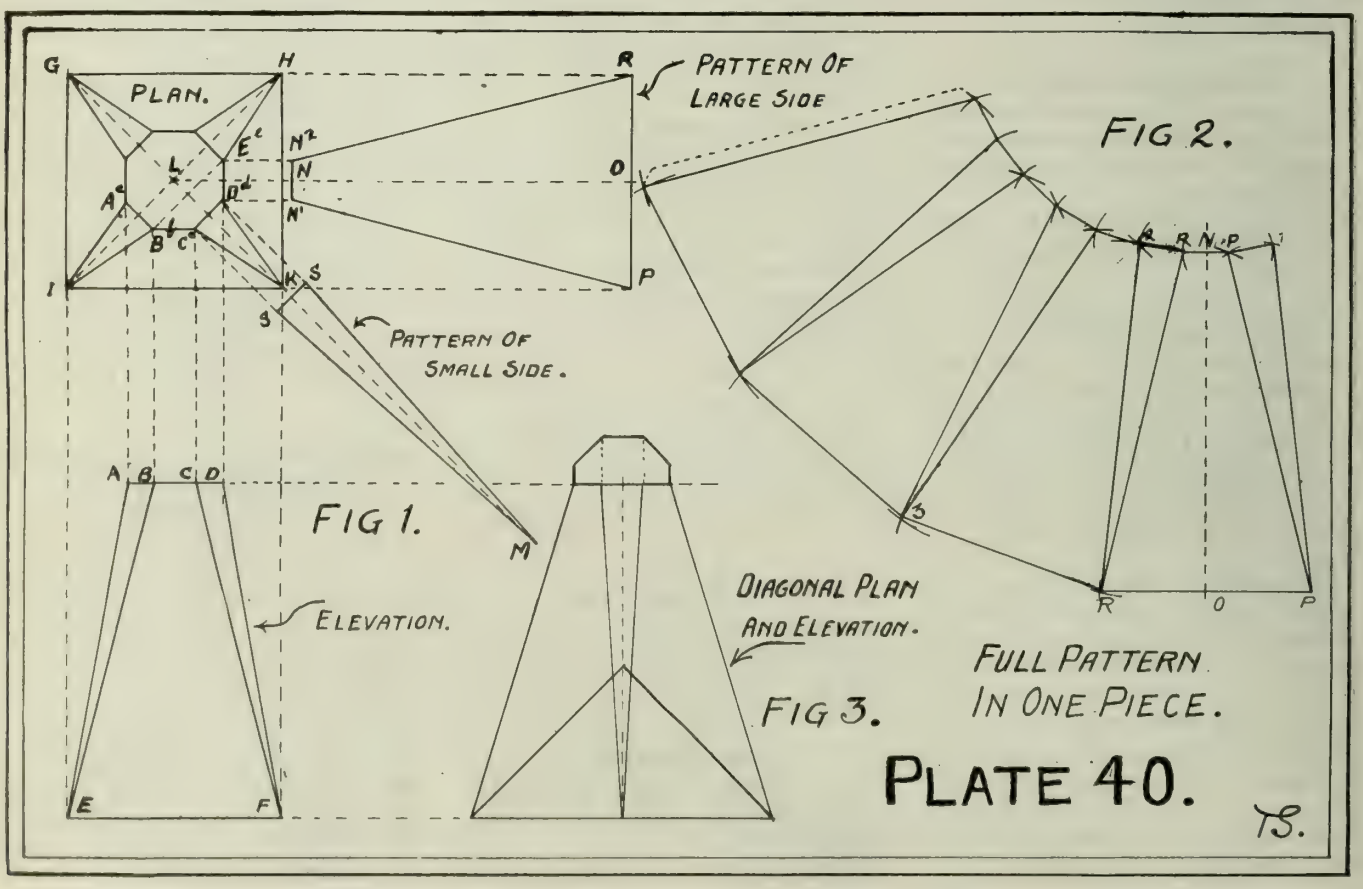
Now turn to the full one-piece pattern, Fig. 2, and first draw a vertical dotted line N O, repeating the instructions given when the pattern for the large piece was being developed.

Next place compass point at P, with P P as radius, draw arc 1, and by using P R at the top as radius, cut arc 1; by joining these points P 1 P the second portion of pattern is made.

Now place compass on lower point R, and with P at top as radius draw arc 2; then with R P at top as radius, cut the arc 2; drawing line from arc 2 to lower R completes the third piece.

The second large piece is now to be developed. With lower R and P as radius, draw arc 3, and again using the lower R and P at top as radius, draw

(Continued on page 31)



NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW AUTO SIGNAL

When the automobile driver is about to stop or turn a corner in the daytime, his extended arm warns the cars behind him of his intention. When he wants to turn or stop at night, his warning arm is likely to be lost in darkness.

A new glove has been put on the market which has a tiny electric bulb fastened to the back, wired to a light battery in the gauntlet. By closing his thumb and forefinger, the driver can close the light circuit and light the bulb on the back of the glove. Thus, his extended arm carries a clearly visible point of light for night driving.

The glove is made of black cape-skin in gauntlet style, fleece-lined, the bat-

Auto Signal Glove.

tery hidden in the deep cuff. Although designed particularly for the illuminating of the driver's hand when he outstretches it at night by way of signal to cars behind him, the light in the glove is aslo useful in many emergencies —hunting the seat of the car for this and that, finding the keyhole in the garage, etc. In the daytime the bulb may be removed from the gove.

The glove is being manufactured by Hamilton-Carhartt Co., Toronto. Descriptive matter and prices will be supplied on request.

WAKYTE CLOSETS

Wakyte Mfg. Co., Winnipeg, Man., is offering to the trade the Wakyte odorless sanitary chemical closet, here illustrated. The makers claim that the steel frame Wakyte is stronger and lighter than heavy, breakable, cast frames and saves nearly 50 per cent. in freight. The makers claim that Wakyte can be used in the bathroom, clothes closet, or basement, and is absolutely odorless, requiring no alterations to instal, and can be set up by anybody in a few minutes.

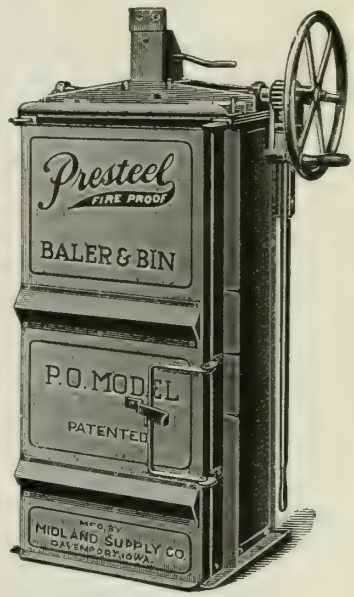
The body is manufactured from heavy iron, bolted and riveted to a steel frame

Wakyte Sanitary Closet.

and heavily braced; with a mahogany finish seat, highly polished. Between the upper and lower seat is a rubber pad, making the closet air tight when not in use. The door is equipped with a nickel plated damper, thus giving a perfect draft. The body of closet is painted in maroon to match the seat. The "Wakyte," it is claimed, is attractive in appearance, strong, durable, and built to last. The closet is made in two sizes, No. 2, family size; No. 3 for smaller families. One gallon of Wakyte chemical, it is claimed, will last the ordinary family six months. Prices and descriptive matter can be secured from the Wakyte Mfg. Co., 259 Stanley street, Winnipeg, Man.

PRESTEEL BALER

Spielman Agencies, St. Alexander street, Montreal, are selling the Presteel fire proof baler for old paper, etc. It is



The Presteel Baler.

claimed that the Presteel bale is tied under pressure—with a gradual release, to prevent snapping of wires. The full capacity of the baler bin is realized by using the high power hand lever, producing large, even, tightly compressed bales. The elastic sides of the bin provide for the easy, quick removal of the bale from the front of the baler. No prying, no poking, or grubbing is necessary. The makers claim that with this baler, strongly bound bales can be turned out by a small boy easily and rapidly. Simply open from the top; the plunger and wheel swing back, allowing rapid filling. When the baler is full, run the plunger down with the hand wheel. The lever completes the operation. The balers are made in three sizes.

E. E. Lyday, Canadian manager for the Maytag Co., manufacturers of washing machines, is making a trip from Winnipeg to the head office at Newton, Iowa, towards the end of this month, and will afterwards call on the jobbing trade in Ontario and Quebec.

WEEKLY PAINT DEPARTMENT

Pratt & Lambert's Sales Convention

President Has Just Completed 25th Anniversary—Vice-President Present From England—An Interesting and Practical Four Days' Session

EARLY in the morning of Jan. 3, the Buffalo plant of Pratt & Lambert, Inc., was the scene of great activity. From every nook and corner of the United States, and from Canada, the Pratt & Lambert sales force had been summoned to its Bi-ennial Four Days' Convention. Once there, they found that another had come from an even greater distance than they, for F. W. F. Clark, London, Eng., vice-president of the company, had arrived in Buffalo before them.

The fact which lent particular interest to this year's convention, and which incidentally was largely instrumental in calling Mr. Clark from England was the fact that 1916 has marked the completion of President W. H. Andrews' 25th year with the concern. The whole spirit of the convention was to do honor to the man at the firm's head, who has been so largely instrumental in its success.

From the first moment the convention was speeded up to the highest possible point. Under the direction of J. H. McNulty, general manager, the proceedings moved fast and smoothly. After the reception, the men were escorted through the great plant, where they found the two years' changes of great interest, especially the large new building that has just been erected to take care of the firm's increased business. The convention exhibits which had been prepared by the various departments of the home office were examined by the visiting salesmen with much interest. Luncheon was served in the firm's dining room, after which the first business session was opened with an address of welcome delivered by W. H. Andrews, president. Mr. Andrews introduced F. W. F. Clark, who expressed his pleasure at being able to attend the convention and the celebration of Mr. Andrews' 25th anniversary. The convention was then placed in the hands of Mr. J. H. McNulty, chairman, who gave a brief outline of the work to be accomplished during the three succeeding days. He was followed by F. W. Robinson, general superintendent, who gave an illustrated talk on the facilities and methods of the company's factories.

J. F. Thomas, laboratory superintendent, spoke on laboratory work. He explained the great amount of research that is a regular part of the laboratory routine, and also emphasized the infinite care that is taken to insure the quality and uniformity of goods, by a ceaseless round of comparisons and service tests

An illustrated talk on raw materials used in varnish making, delivered by R. W. Lindsay, chief chemist, awakened the minds of his hearers to the romantic element in varnish making, as he showed the gathering from every nook and corner of the globe, of the materials that enter into the making of varnish.

The distribution of prizes to employees took place this year on one of the floors of the new building, because of the increase in the number of employees. The presentation of $5 gold pieces and insurance policies to those who had been in the employ of the firm a year or more, was made by Mr. Andrews, who emphasized in his address to the employees the value of continuous employment with one organization.

On Wednesday evening the opening dinner was held at the Iroquois Hotel, and the "boys" showed pretty thoroughly that it takes more than two years' separation to dull the edge of their gift of harmony. New and old P. & L. songs were rendered with real spirit. The conventioneers then hastened to the theatre which was already full with the employees of the Buffalo office and factory and their friends. Many were the P. & L. quips that passed over the boards during the evening.

The business sessions on Thursday were for the most part devoted to the discussion of products; a number of new lines were presented, and the demonstrations of various materials proved of lively interest.

One of the speakers, A. E. Hay, who has been covering the northern and west-

Selling organization of Pratt & Lambert Inc. in attendance at the big four-day Convention.

ern provinces of Canada, brought before the men a number of unique selling points which he has evolved for some of the company's products. His handling of a complex selling problem was among the most interesting features of the day.

J. H. Waterbury, resident manager at Buffalo, also spoke. The selling points which were brought out by Mr. Waterbury occasioned much interested discussion.

Thursday evening marked the coming of the Southern Dinner, which was held at the University Club. After the feast, which was completely southern, the diners enjoyed a full-fledged minstrel show, in which the various characteristics of the P. & L. celebrities came in for a good-humored panning.

The real convention spirit is shown not so much in the social activities, as it is when the roll is called at the beginning of next morning's meeting. Not a man was reported absent or tardy at any of the sessions, proving the vital interest shown by the salesmen in the serious business of the week.

The programme for Friday was a varied one, the first speaker being J. B. Bouck, Jr., who spoke on prices and terms. He dwelt on the fact that the varnish industry has been undergoing a period of change in these matters during the last few years, and showed how greatly the new system would benefit the industry as a whole.

A. G. Simpson, comptroller, gave a very interesting exposition of the firm's credit systems.

R. W. Lindsay spoke on the special materials which the firm makes for paint grinders.

The afternoon session was devoted to the work of advertising and architectural service departments. W. P. Werheim, advertising manager, opened the meeting with an address on P. & L. advertising, in which he outlined the general plan of the firm's publicity.

P. Randolph Campbell, assistant advertising manager, spoke on intensive advertising, taking up the trade papers and letter campaigns conducted by the advertising department. A three reel motion picture was next shown to the men, to explain the value of the complete advertising proposition.

Mr. Werheim then exhibited two charts showing the remarkable increases that had been made in the firm's advertising and general business, and also in the sale of advertised specialties during the last eight years.

At the climax of the most inspiring three days that the P. & L. organization has ever known, came the convention banquet, which was held in the big ball room of the Statler on Friday evening at 7.30 o'clock. The room was especially decorated for the occasion, and at the far end immediately over the speaker's table was a huge portrait of President W. H. Andrews, draped in flags and illuminated by concealed lights. Above and below this, in electric lights, were the words, "W. H. Andrews' 25th Anniversary." When the room was darkened the beautiful effect produced by this decoration may be more easily imagined than described.

During the dinner the men were entertained by a stringed orchestra, which accompanied the singing, and also by the Royal Poinciana Quartette, which sang old and new songs.

President Andrews then gave an illustrated talk on the business life of the organization, starting with pictures showing life in New York city in 1849, when the firm was founded. One of these old pictures showed the actual site of the present New York office. The pictures outlined the various stages in the firm's history, and included portraits of A. W. Pratt and H. S. Lambert, whose names the firm bears to-day. A number of interesting portraits were shown of men at present high in the organization as they looked twenty or more years ago.

PREDICTS BIG BUSINESS AFTER WAR

The Pratt & Lambert salesmen had an interesting opportunity to hear at first hand of war conditions in England, from F. W. F. Clark, London, Eng., who is vice-president of the British associate house, Robt. Ingham Clark & Co.

Mr. Clark's son is a lieutenant in the army and has been on the Somme front for 17 months. He is now home on sick leave, convalescing from an attack of trench fever. His presence home gave Mr. Clark his first opportunity to leave London in many months.

"It seemed very odd when I landed in New York to find myself once more in a city that is lighted at night," he said. "London is a very dismal place at night, since we have had to keep the lights out as a precautionary measure against the Zeppelins. Still, there is quite a bit of gayety in the city. The theatres and the restaurants have their crowds just the same. The great majority of the men are in khaki, being officers home on leave or wounded men who are on sick leave."

He expressed the opinion that all England is united in backing the leadership of Lloyd George and that the country is confident that he will be able to conduct the war to a successful issue.

Man of the Hour

"I did not have very great faith in Lloyd George a few years ago," Mr. Clark added, "but I have come to believe now that he is England's man of the hour."

Following a successful conclusion of the war for the allies, Mr. Clark looks for a great rush of business "both for England and the States." Just at present England is enjoying prosperity of a kind, he said. The munition works are all busy and there is plenty of work for the British artisans. The cost of living is higher, but Mr. Clark believes the rise is due to increased consumption rather than a shortage of food products. Workmen are receiving higher wages and they and their families are eating more meat and are generally enjoying a higher standard of living than they have had heretofore.

His own business, paint and varnish manufacture, has suffered, he says. The building trades are practically at a standstill.

PAINT NOTES

VALENTINE & CO., varnish makers, have allowed all employees a bonus of 10 per cent. on yearly salaries.

* * *

AT THE recent convention of the Canadian National Association of Master Painters, held at Toronto, the following officers were elected:—

President, William Delaney, Niagara Falls; vice-president, James Kitchener, Toronto; secretary-treasurer, Ernest J. Linington, Toronto; executive board, H. Weatherwax, Tilsonburg; William Paris, Toronto; T. W. Milo, Kingston; Charles Chapman, St. Catharines; William Dobson, Hamilton.

* * *

REPRESENTATIVES of turpentine manufacturing interests of Texas, Mississippi, and Louisiana, met recently in New Orleans and decided to organize a turpentine producers' association, to be operated along lines somewhat similar to that of the Southern Pine Association.

* * *

A. RAMSAY & SON CO., LTD., Montreal, recently completed 75 years in business in Canada. The business was founded in 1842 and during the past three-quarters of a century has been successively controlled by three generations of the Ramsay family.

* * *

The British American Paint Co., Victoria, B.C., recently held a sales conference at the head office. The conference lasted for three days. All representatives were optimistic regarding the future outlook. It was pointed out that bookings for spring delivery are in excess of any previous year. The company has established warehouses in Calgary and Edmonton, Alta. Among those in attendance at the conference were the following:—W. M. Forbes, A. G. Pearce, W. E. Trump, W. H. Lawson, J. C. Pendray, H. J. Pendray, R. T. Pendray, H. H. Welch, J. N. Davey, R. C. Chown, J. W. McIntosh, Joseph Harcourt, F. W. Tracey, E. A. Cutler, J. C. Lee, W. R. Herbert, R. L. Shaw.

Kyanize Salesmen Convene at Boston

Three-Day Convention Held at Boston City Club—Practical Talks by Sales Staff—Selling Contest Held

LIVING up to the house legend—"There is only one thing that can be improved by being broken and that's a record," the salesmen's convention of the Boston Varnish Company, held recently at Boston, Mass., proved a ten strike. For the three days of the convention there was crowded into every minute of time more solid vitalizing business entertainment than any one of the forty or so salesmen assembled thought possible.

The discussions, addresses, the various demonstrations on selling points and selling talks, were all entered into with such enthusiasm that there was not a dull moment throughout.

Salesmen were present from east and west, with the men covering Canadian territory and managers from the various branches. Each man was given an opportunity to be heard and as a result the sales force has started out on 1917 with not a single problem for which they have not a solution and with unbounded enthusiasm for the company's product.

Following the reception to salesmen and addresses of welcome, etc., business conditions were outlined by representatives from various territories. Each showed a thorough grasp of the situation and future work will be made to conform to many of their suggestions.

Features of the first day's session were an address on "The Versatility of a Varnish Salesman," by W. H. Ennis, manager of the Canadian Department; an address on "Enthusiasm," by Henry Knott, vice-president of the Greenleaf Advertising Agency; a demonstration, "The Strong Selling Point," by Harry B. Winne, and "Office Helps to Salesmen, by Harry H. Little.

An address that proved one of the most interesting and helpful of the convention showed the importance of the small town field. This was given by Walter W. Manning, of *"Women's World."* Charles H. Tewksbury, manager of the Chicago branch, talked on salesmen's relation with the company, and E. M. Hook, of Washington, D.C., took as his subject, "Earnestness in Selling Kyanize."

A most helpful hour was devoted to complaints and confidences and a general discussion, after which a dinner was served, and the evening was given over to the enjoyment of Montgomery and Stone in "Chin Chin" at the Tremont Theatre.

The second day's session was given over in the morning to a series of talks on the various products of the company.

Most of the afternoon session was devoted to the question of advertising. The national advertising campaign which the company conducts was fully explained. How to use this advertising matter and just what it consists of was gone into by Mr. Lord and W. H. Gerke, after which there was a series of suggestions and recommendations conducted by Walter W. Knott, W. B. Stout, and Emil F. Schwab concluding with general discussions.

Probably the most amusing, and at the same time the most instructive part of the day's activities, was the selling contest that concluded the business end of the convention. This followed a dinner on the second day's programme. Some of the hardest tests imaginable were brought forward for the star salesmen of the company to surmount, and each in turn were successfully combated with and well founded selling arguments brought up.

The third day, and closing day of the convention, was spent at the factory. Here were more surprises, for the increases made to the plant at Everett, in several new stacks for manufacturing were found to have increased the capacity to take care of the vast increase in output which has been demanded.

A practical demonstration and technical information of the way Kyanize is manufactured, was conducted by Harry A. Hall, Elmer E. Tobey, and Garner H. Moise.

PAINT NOTES

Benjamin Moore & Co., New York, Chicago, Toronto, recently held their annual sales convention at St. Louis. L. P. Moore was advanced from vice-president to president, and former President Benjamin Moore becomes chairman of the Executive Board. The company has plants at New York, Chicago, Cleveland, St. Louis and Toronto.

Sales staff of Boston Varnish Co. who attended the Convention.

BOECKH'S "Steel Grip," Rubber Set Painters' Brushes

THE BRUSHES THAT LAST

The Bristles, due to the "STEEL GRIP" Process, converge to the centre of the brush, producing an elastic and resilient action — a feature demanded by the best practical painters, who know from long experience the advantage of using this type of brush.

Each individual bristle is held firmly by thoroughly hardened, best quality rubber, reinforced and protected by the famous "STEEL GRIP" Compressed Steel Ferrules, which add so materially to the life of the brush, and are not mere ornaments.

Cannot and will not shed the bristles.

Boeckh's "STEEL GRIP" Rubber Set Brushes are, on account of their excellent wearing qualities, the easiest selling and most satisfactory brushes.

Remember, there is no article that will try your customers' patience more than a Bristle Shedding Brush.

"STEEL GRIP" Rubber Set Brushes are guaranteed for use in any liquid which will not destroy the Bristles.

THE BOECKH BROS. COMPANY, Ltd.

TORONTO, CANADA

IT IS SERVICE

that Determines the Value of Paints

Because a can of paint sells at a very cheap price it is no sign that it is big in value.

Jamieson's Pure Prepared Paints

are extraordinary in their service-giving qualities and their price is no higher than the ordinary kind. They are big value in every sense of the word.

Just the line for which you should have the agency.

It will pay you to write for our proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, January 17.—Paint market conditions for the present week are something like those of last week with greater intensity in linseed oil firmness. It is declared that but for the extra firmness in feeds which creates a specially brisk demand for the oil cake linseed oil would possibly go higher in price at a jump. Crushers are certainly of opinion that oil is in for a lengthy period of firmness, and are quoting from $1.08 to $1.09 for deliveries of spot linseed oil, and are not quoting for future supplies. Mixed paints are in good demand for spring. Shellac is firmer. Gasoline has gone up a cent, and turpentine is in firm market. Glass and putty also keep very firm priced on account of shortage of supply in these lines and increased cost of production.

Mixed Paints Show Brisk Spring Demand

MIXED PAINTS.—There is every evidence of a good spring demand for mixed paints, and in the opinion of leading manufacturers the outlook is still for continued firmness in price, with very little chance of any reduction from the present scale even if oils and raw materials were to reduce in price instead of increasing as the oils at least are doing at present. It is argued by the manufacturers that the increases so far in paint prices arrived late long after raw materials had risen, and that these increases only just about prevent the manufacturing business from running at a loss, certainly the increases provide only for a reduced profit on paints as compared with former days. In white paint for instance there is only about an even break for the maker. The flow of spring orders so far seems to show that the present prices are being accepted as well as justified by many retailers throughout the country, and manufacturers are agreed that no reduction could possibly come to make any difference in spring business for the retailer.

Linseed Oil Very Firm Indeed Now

LINSEED OIL.—Great firmness characterises the market for linseed oil in Montreal this week. There is no reassuring note as regards hope of reduction in prices. News from the distant sources of supply continues to influence only towards firmness. The upset in shipping circles caused by the raider rumors and raider realities, the first exaggerated, the second annoying, has had its effect on freight rates for Argentine seed, and this is scarce enough and high priced enough anyway. Similarly transportation trouble and congestion of railway circumstances have exercised their firming effects on the market as regards Canadian flaxseed supplies. Flaxseed at $2.62 this week is hard to secure and crush,ers were not booking orders for spring delivery in anticipation of higher price conditions. One leading firm of hardware wholesalers had a warning note circulated to their executive staff to the effect that linseed oil might reach as high as $1.50 a gallon. Several firms of paint manufacturers in Montreal were not anxious to part with any of their stocks, and were not quoting. But other firms were doing business as usual and quoted prices according to the same range as last week's with the emphasis rather more heavily on the higher figures as follows:

Linseed oil	Raw.	Boiled.
1 to 4 barrels	$1.15-1.20	$1.18-1.25
5 to 9 barrels	1.14-1.19	1.17-1.24
10 to 25 barrels ..	1.13-1.18	1.16-1.23

Turpentine Seems Increasingly Firm

TURPENTINE.—Reports regarding turpentine are continuously firm at present the market showing no tendency to produce lower prices. Some manufacturers of paint are not parting with turpentine in any large quantities, and the outlook in most expressed opinions is for supplies none to large for requirements and very firmly maintained prices even after the arrival of new crop shipments. Prices in Montreal remain as quoted last week though the tendency is towards firmer figures than the following quotations:

Turpentne	Per Imp. Gal.
1 barrel lots	75-80c
2 to 4 barrels	74-79c
5 to 10 barrels	73-78

White Lead in Oil Ingredients Firm

WHITE LEAD IN OIL.—There is no change in the market for white lead in oil this week, though both the oil and the lead are in reasonably firm market, and it would not require any great leverage on the part of both these factors together to produce the necessity for another increase. Manufacturers however, are hopeful of being able to maintain prices without need for further increase, and at present orders are being accepted for delivery up to April 1st at the prices presently quoted which are as will be recalled $14.30 per 100 lbs. for ton lots and over, and thirty cents additional per hundred pounds for smaller quantities.

Gasoline Advanced By One Cent Per Gal.

GASOLINE.—Another advance is registered by gasoline this week. The present advance is a one cent increase per gallon delivered from the tank car making the price 29½ cents per gallon. The same price holds for gasoline supplied in barrels with a two dollar charge (refundable) for the container. The advance is due to the greatly increased price of crude oil from the American middle West. Crude oil is priced to-day at $1.70 per barrel which is vastly different from the 90 cents figure of about a month ago. The ultimate reason for the advance is not fathomed for certain in Montreal, but the supply is believed to be shorter and transportation troubles prevent rapid shipments to relieve district shortages.

Shellac is Again on the Firm Trend

SHELLAC.—There is still considerable firmness in the market condition for shellac, and only a week ago from date of publication (last Friday to be exact) shellac had advanced a further 3 cents in New York, while the spirit was also very firmly priced. These matters make the market for varnishes made from shellac firm in outlook, and the prospect seems to be for prolonged of tone.

Does the Paint You Sell Advertise Your Store?

Every painting job is some kind of an advertisement for the manufacturer who made the paint and the merchant who sold it.

It depends on the paint whether that job makes another sale or kills one. When you consider paint selling from this angle you realize the real necessity of placing your faith in

B-H English Paint

because it has a long and good record behind it that is an absolute guarantee of faithful performance in the future.

The merchant who has a B-H agency never need be afraid to refer prospective purchasers to jobs on which B-H paint has been used. They are his best advertisement.

Where we are not already represented, we would be glad to hear from a progressive merchant.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

TORONTO

TORONTO, Jan. 19.—Wholesale paint houses report trade somewhat disappointing during the opening weeks of the present year. Retailers are not given to booking ahead in the face of the high prices, and in this respect there has not been the same volume of forward orders. There is an inclination for the retail merchants to be cautious in their buying. There is a continued firmness in almost all lines of paint materials. An advance in alabastine of 1c per pound on list price has been recorded. Glass discounts have been advanced in some instances to 15 per cent. off list. This is not general as yet, quite a range of prices still prevailing. This is but an intimation of the way the market is headed. Some wholesalers have been contemplating putting an advance into effect in the near future. Shellac is in firm market, and in certain instances has been quoted up 20c per gallon. There are intimations also that it is likely to go still higher. Gasoline and benzine have recorded advances during the week, and there is a continued firmness in this market owing to the record high price for crude oil at the wells. Consumption of all oil products is greatly overstepping production. Waste has also been marked up for considerable gains. Putty held in firm market on the recent advances, and white lead in oil is also steady. There is a disposition to look for higher prices in this commodity owing to the firm position of linseed oil. Pig lead being in firm market also, has its effect on the situation. Linseed oil advanced in price during the week, the lowest quotation obtained being $1.15 for raw in one to two-barrel lots. Turpentine held firm, with a possibility of a continuation of this condition for the next six weeks.

Linseed Oil Again Quoted at Higher Levels

LINSEED OIL.—There is a firmness in the linseed oil situation, which has made itself manifest by a movement of prices toward higher levels. The lowest quotation obtained was $1.15 for raw oil and $1.18 for boiled. This represents an advance of 3c per gallon. The range is still within comparatively narrow limits, the high quotation being $1.17 for raw and $1.20 for boiled. Some of the crushers are experiencing difficulty in getting a supply of flaxseed from the West owing to the freight situation. For this reason some are practically out of the market for quotations to new customers. They are endeavoring to look after the needs of their regular customers, but are not looking for new business. There was a net advance of 4c per bushel in flaxseed during the week. On Wednesday of last week the cash article at Winnipeg sold at $2.58½, and on the same day this week the selling price was $2.62½. There was a slight fluctuation in the flaxseed market on Saturday of last week, when it went as low as $2.56⅜. But the tone of the market was firm and generally in an upward direction. The May option for flaxseed was quoted up as high as $2.71 on Wednesday of this week, which would seem to indicate the strength of the seed for future delivery. Receipts in carloads at Winnipeg for the six days ending wtih Wednesday amounted to 90 cars, or an average of 15 cars per day.

1 to 2 barrels	$1.15-1.17	$1.18-1.20
3 to 5 barrels	1.14-1.16	1.17-1.19
6 to 9 barrels	1.13-1.15	1.16-1.18

Gasoline Goes Up 1 Cent Per Gallon

GASOLINE.—The increased firmness and high price in the price of crude oil at the wells has resulted in an advance of 1c per gallon on the price of gasoline. It is now selling at 28½c and 29c per gallon. A new record for crude oil was established during the week when Mid-Continent jumped to $1.70, or a 20c advance. The highest price reached by crude oil last year was $1.55 per gallon. Gasoline at that time was selling at practically the same figure as that quoted at present. In the face of the crude market a higher price than that now prevailing would seem justified for gasoline. There is consequently a firmness in the market at the recent advance. Coal oil and lubricating oils share the firmness in the market. Benzine also advanced in like amount with gasoline, and is now quoted at 27½c and 28c.

White Lead Firm, Due to Linseed Situation

WHITE LEAD IN OIL.—There is a continued firmness in white lead in oil, due to the strong position of linseed oil. Advances have been recorded in the latter commodity during the week, and there looms largely a possible difficulty of getting supplies of oil for future delivery. There are those in the trade who assert their belief that higher prices for white lead are reasonably sure to follow. The pig lead market in New York holds in a strong position at $7.60 per hundred. Differentials of 20c for Toronto and Hamilton over the Montreal prices and 25c for London and Windsor over the Montreal prices, and 30c for Port Arthur and Fort William when navigation opens have been quite generally recorded. White lead is quoted at $14.80 in small lots per hundred pounds and $14.50 in ton lots.

Turpentine Expected to Hold Steady Until March

TURPENTINE.—There was a slight weakening in the primary market at Savannah during the past week for turpentine. This was due in large measure to the fact that the consuming trade in the West and North-West has been quiet recently. There was some speculatively-carried tank turpentine that also put in an appearance, and this helped to give the market a weak tone for the time. Some export, however, has been going on, and the new crop turpentine will not come on the market until about March 1. This is expected to cause a steadiness in turpentine for the next six weeks at least. Locally the demand has been light. Prices held steady.

1-barrel lots	$0.75-$0.81
2 to 5 barrels	0.74- 0.80
6 to 9 barrels	0.73- 0.79
5-gallon	0.80- 0.78

Some Glass Concerns Have Increased Price

GLASS.—The firm feeling in the glass market since the recent announcement by the American manufacturers of higher prices made itself manifest during the week in that some of the local dealers have made their discount 15 per cent. off list, as compared with 20 per cent. formerly. This new discount has been announced by at least one glass house, and other jobbers intimated their intention of revising their prices upward in the near future. There is quite a wide range in glass prices, however, owing to the comparatively heavy stocks that were on hand before the recent advance at the American mills took place.

Advances Recorded in Calcimines During Week

CALCIMINES.—Following the intimation made by HARDWARE AND METAL last week that calcimines were in strong position, advances have been recorded during the week. Alabastine is one of the lines that has been advanced 1c per pound on list. List prices are now 11c for white and 12c for colored. Discount on this line remains at 40 per cent. The advance is, therefore 60c per 100 pounds. Calcimines quite generally have been marked up ½c per pound. In referring to the condition respecting calcimines, HARDWARE AND METAL last week said:—"In all probability calcimine prices will be advanced in the very near future. Costs of all raw materials have advanced considerably, and manufacturers have been absorbing the additional increase. It is now claimed that the limit has been reached and higher prices are inevitable. Whiting and glue have reached high cost levels, and the added cost and difficulty in securing tinting colors have also made the situation more acute. The glue problem is probably the most serious at present, and glue, which at one time cost 14c per pound, now costs 35c lb. Even at the high prices now prevailing, glue manufacturers are only able to make shipments in small quantities. The advances will probably range from ½c to ¾c lb."

TRADE SIMMS SET IN RUBBER MARK

ARE

BETTER BRUSHES

But do not get the impression that all "SET IN RUBBER" Brushes are

BETTER BRUSHES

The setting of brushes in rubber is a complicated and difficult process in which great care and skill, exercised by thoroughly trained mechanics of long experience at the work, are necessary to produce A MECHANICALLY SATISFACTORY BRUSH.

The words "SET IN RUBBER" mean nothing to you unless supplemented by this trade-mark

SIMMS SET IN RUBBER

which guarantees you

BETTER BRUSHES

Made by the most modern methods, in a thoroughly equipped, up-to-date factory, and sold at prices no higher than are charged for brushes only claimed to be "just as good" as

SIMMS

(SET IN RUBBER)

Why buy the other kind when

BETTER BRUSHES

cost no more?

T. S. SIMMS & CO., Limited

ST. JOHN, N.B.

BERRY BROTHERS' CELEBRATED MADE IN CANADA BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

BERRY Brothers' made in Canada varnishes and enamels are adapted for every known use.

Our trade-mark on a can is a guarantee that the contents are absolutely true to description.

Our line is easy to sell because all consumers have learned that in buying Berry Brothers' products they are getting honest varnish value.

Write for our price list and interesting dealers proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario

(442)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok- or 22 long lesmok. 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers. add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.25; 22 long smokeless, $7.50; 22 long rifle smokeless, $8.75 per M.

Sporting Cartridges Centre Fire Smokeless 303 Winchester, $32.75 per M.; 303 Savage, $32.75; 303 British, $95; 32 Winchester special, $32.75; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12 00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz......	8 50	11 00
Double Bit	12 00	14 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz..........		10 00
No. 3, doz.........		10 80
No. 4, doz.........		11 60
No. 5, doz.........		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb......$1 30
Cut Lace Leather, lb....... 1 50

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.......	5 50
3 sections, 5 ft., doz........	6 80
3 sections, 6 ft., doz........	8 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in.......	7 00
No. 2—18 in.x28 in.......	7 60
No. 3—20 in.x30 in.......	8 00

BOARDS (Ironing)

Size 12x60 ins., doz........	8 00
Size 14x60 ins..............	9 00
Folding, 14x58 ins., doz...	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	...	$1 75
Crown		5 55
Dnady	....	3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King ...	....	4 25
Diam'd King (Glass)		4 50
Western King (Enamel)..		4 75
Wood. double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814..........	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of Wares. etc.

CHAIN

B.B. Chain. Electric Weld—⅛ in., $14.70 per 100 lbs.; 3-16 in., $10.20; ¼ in., $7.80; 5-16 in., $6.90; ⅜ in., $6.

Fire Welded—7-16 in., $6; ½ in., $6; ⅝ in., $6; ¾ in., $6; ⅞ in., $7.25; 1 in., $7.10; 1¼ in., $6.45.

B.B.B. Crane Chain—¼ in., $9 per 100 lbs.; 5-16 in., $8; ⅜ in., $7.20; 7-16 in., $7.20; ½ in., $7.20; ⅝ in., $7.20; ¾ in., $7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS, FOOD .. ..

Universal, No.	0.......	$14.40 doz.
	1.......	17.40 doz.
	2.......	20.40 doz.
	3.......	25.80 doz.

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths..	$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths...	5.15
19, 6-strand, 100-ft.lengths..	4.35
19, 6-strand, 50-ft. lengths..	4.60

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars. ½ to 2 in.....	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	52 50	53 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets. 6x4 base	52 50	52 00

COMBS

Curry combs, list, plus 10%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

Galvanized

	Apollo	Crown	Gorbals
18x24x52 ..	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	24 00
IXX, 20x28 base	28 00
IXXX, 20x28 base	32 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	8 00
IX, 20x28 base, 56 sheets..	9 00
IXX, 20x28 base, 56 sheets.	10 50
IXXX, 20x28 base, 56 sheets	12 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $15.50; 216 lbs., $16.50.

COKES, BRIGHT

Bessemer Steel—

14x20 I.C. base	9 25
20x28 I.C., double box.....	18 50

CLOCKS

Big Ben 2 40

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

See prices under heading Wares. etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle....	60
Disston Brand	60
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

Spring Spraying Time is Almost Here

Make certain that your stock of spraying materials is complete; but, better still, be sure that your stock is made up of brands that have known values as insecticides.

S-W Arsenate of Lead

(*Paste or Dry*)

Berger's Paris Green

—for years have been the world's standard insecticides.

Your customers know them—their purity—their efficiency and economy.

Get your order in now and be ready to supply the ever-increasing demand that the Department of Agriculture is creating.

If you are not an S-W Agent, let us tell you about the livest proposition in Canada for Paints and Finishes.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
Head Office: MONTREAL

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 60
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $18; 9-16 in., $27.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	7 30
Atlas, No. 2	8 50
Stearns, 4 in.	6 00
Stearns, 5 in.	8 40
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
Storm King and safety hanegrs, doz.	7 00
Steel track, 1¼ in.	6 75

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 20
Perfection No. 130, N.P., ea.	3 45
Perfection No. 125, Jap., ea.	3 05

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 40	3 75
Refined iron, per 100 lbs.	3 65	4 15
Angles ....base	4 00	3 85
Horseshoe iron, per 100 lbs.	3 65	4 00
Norway iron	9 75	7 50
Mild steel	4 20	4 00
Band steel	4 30	4 25
Sleigh shoe steel	4 30	4 00
Tire steel	4 50	4 20
Toe calk steel	5 20	4 05
Mining tool steel, per lb.	0 13½	0 14
Cammell Laird, lb.	....	0 23
Sheet cast steel, lb.	0 20	0 23
Black Diamond tool steel, per lb.	0 13½	0 14
Silver tool steel, lb.	0 17½	0 23
Spring steel	6 00	5 50

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 15
Mrs. Potts, No. 50, nickel-plated, per set	1 30
Mrs. Potts, handles, japanned. per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	19c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 22 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.		8 50
Jumbo, doz.		10 00
Jap'd Dash, doz.		11 25
Search Dash, doz.		11 75
Searchlight, No. 20, doz.		19 50
All brass		24 75
Little Bobs	1 75	2 35
Copper, well japanned, doz.		14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast	....	0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	3 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LEAD

Pig, see weekly report.	Mont'l Lb.	Tor'to
Lead wool	0 13	0 12
Sheets, 3 lbs. sq. ft.	0 13¾	0 12¼
Sheets, 3½ lbs. sq. ft.	0 13¾	0 12¼
Sheets, 4-6 lbs. sq. ft.	0 13½	0 12

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
Playtime, engine drive	18 00
Ideal Power	30 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch, ..$1	3 inch... 10c
1⅛ inch, ..$1	3¼ inch... 10c
1¼ inch. ..65c	3½ inch. .. 10c
1½ inch. ..40c	4 inch. .. 5c
1¾ inch. ..40c	4½ inch. .. 5c
2 inch. ..30c	5 inch. base.
2¼ inch. ..30c	5½ inch. base.
2½ inch. ..15c	6 inch. base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. **Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.**

Standard Steel Wire Nails, f.o.b. **Toronto, London, Hamilton, Milton, $4.70 base.**

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails — Montreal, $4.25 base; Toronto, $4.25 base; London, $4.25.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Once A User of RAMSAY'S WAX Always A User

RAMSAYS

RAMSAYS

Decrease overhead expenses with the profits received from increased sales.

THE RIGHT WAX TO WAX RIGHT

Put up in sizes to suit all Requirements from the Smallest User to the Largest. ¼ lb., ½ lb., 1 lb., 2 lb., 4 lb. tins.

A. RAMSAY & SON CO., MONTREAL

TORONTO Established 1842 VANCOUVER

MOORE'S

House Colors

Don't let another year slip by without getting the agency for these pure linseed oil paints.

Moore's House Colors pay a big profit and they give big satisfaction. Their quality, plus the reasonable price, make a value that's much sought after by those who know.

Write for details of our proposition now.

Benjamin Moore & Co., Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

C Brand.

Size.	C Brand. Per box of 25 lbs.
No. 3	$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	3 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, $7.70.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch	$1.80	48 inch	$ 6.20
18 inch	2.65	60 inch	7.70
24 inch	3.40	72 inch	9.20
30 inch	4.00	84 inch	10.50
36 inch	4.75	96 inch	12.00
42 inch	5.50		

1½ inch mesh and 19 ga. wire.

12 inch	$3.50	42 inch	$10.50
18 inch	5.00	48 inch	12.00
24 inch	6.30	60 inch	15.00
30 inch	7.75	72 inch	18.00
36 inch	9.00		

1 inch mesh and 20 ga. wire.

12 inch	$ 4.00	42 inch	$12.00
18 inch	5.50	48 inch	14 00
24 inch	7.00	60 inch	17.00
30 inch	8.50	72 inch	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch	$10.50	36 inch	$15.00
30 inch	12.75		

(½ inch mesh and 22 ga. wire)

24 inch	$16.50	36 inch	$24.00
30 inch	20.10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting, 30% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10. 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	$20.50-21.00
U.S. Navy (American)	20 00
Clipper, U.S.	18 00
U.S. Navy (English)	16 50
Plumbers (spun)	$8.00-$8.50

OIL

	Montreal	Toronto
Can. prime white petrol	0 13	0 12
Royalite	0 13	0 12
Palacine	0 16½	0 15½
Lampoline	0 14	0 13
Electroline	0 17	0 16
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12
Black Oil (Winter)	0 12½	0 12½
Cylinder Green	0 35	0 36½
Paraffine	0 24	0 19½
XXX Machine	0 25½	0 22
Fuel oil, bbls.	0 12¼	0 11¼
Fuel oil tanks	0 11¼	0 10¼

OLD MATERIALS

Tea lead, 5½c. lb.

Lead, heavy, pipe, etc.. 7½c.

Brass, yellow, 15½c; red, 18½c.

Brass, light, 9½c lb.

Zinc, heavy, 6½c lb.

Copper, heavy, 22½c lb.

Old cast iron, $15.50-$16 per ton.

Stove plate, $11.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 9c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 5½c. bicycle tires, 2½c.

PACKING Per lb.

Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Resin sized	....
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 70
Tarred Felt, per 100 lbs.	2 85
Asbestos Sheeting, (per 100 lbs.)	8 00 10 00
Carpet Felt, 16 oz., per 100.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE. STANDARD WROUGHT

Buttweld—	Black	Galvanized
	Per 100 feet	
⅛ in.	$ 4 25	$ 5 75
¼ in.	3 54	5 67
⅜ in.	3 54	5 67
½ in.	4 59	6 16
¾ in.	5 64	7 76
1 in.	8 33	11 48
1¼ in.	11 27	15 53
1½ in.	13 48	18 56
2 in.	18 13	24 98
2½ in.	28 67	39 49
3 in.	37 49	51 64
3½ in.	46 92	63 94
4 in.	55 59	75 76
Lapweld—		
2 in.	21 09	27 57
2½ in.	31 59	41 83
3 in.	41 31	54 70
3½ in.	51 52	68 54
4 in.	61 04	81 21
4½ in.	71 12	94 62
5 in.	82 88	110 30
6 in.	107 50	143 00
7 in.	142 80	186 80
8 in. L.	150 00	196 30
8 in.	172 80	226 10
9 in.	207 00	270 80
10 in. L.	192 00	251 20
10 in.	247 20	323 40

Terms 2% 30 days, approved credit.

Prices Ontario. Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 55%.

4" and under, running thread, 40%.

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths. list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in.. in 10-ft. lengths, list	21 30

Above subject to 45% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	0 55	0 55
8" soil pipe	0 40	0 40
Medium and extra heavy fittings, 6" and under	0 60	0 60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

PUMPS

Cistern Pumps	30%
Set Lengths	35%
Brass Lined Cylinders	30%
Brass Body Cylinders	25%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll	1 65
Samson, 2-ply, roll	2 25
Samson, 3-ply, roll	2 80
Pluvius, 1-ply	1 40
Pluvius, 2-ply	1 90
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis ....lb.	27
British Manila basis	22½
New Zealand hemp basis	22½
Sisal basis	20½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:— Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	20½	
Double lath yarn	21	
Yacht marline, tarred	46	
White polished halyards	23	
Hemp, deep sea line basis	36	
Hemp, tarred ratline basis	32	
Hemp, tarred bolt rope basis	34	
Marline and Houseline	34	
Jute rope basis	15½-16½	
Italian rope basis	36	
Cotton. ⅛ lb.	0 42	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale cost	Stamping extra
4 lb.	$ 3 45	$0 20
10 lb.	4 50	0 30
240 lb.	7 50	0 50
600 lb.	18 75	1 00
1200 lb.	22 50	1 00
2000 lbs.	29 25	1 00
2000 lbs. Drop lever	34 50	1 00
10 lb. Household	3 00	0 10
25 lb. Household	2 90	0 30

Above prices withdrawn. Where standard lists are used the discount is 20%. F.o.b. Toronto, Montreal. London. Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	9 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	6 00
12 gauge	6 00	6 00
14 gauge	5 40	5 40
16 gauge	5 60	5 60
18-20 gauge	5 55	5 55
22-24 gauge	5 60	5 60
26 gauge	5 60	5 65
28 gauge	5 75	5 75

SHEETS, CORRUGATED

Per 100 sq. feet.

	Per 100 sq. ft. Galvanized
28 ga.	$ 6 00
26 ga.	6 50
24 ga.	8 75
22 ga.	10 50
20 ga.	12 00
18 ga.	15 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$ 8 30
U.S. 28	8 00
U.S. 26	7 70
22 and 24	7 55
18 and 20	7 40
14 and 16	7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 35
16 gauge	7 40	6 45
18-20 gauge	7 60	6 60
22-24 gauge	7 80	6 75
26 gauge	8 00	6 90
28 gauge	8 40	7 20
10¾ ozs.	8 85	7 50

Add 15c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 30	8 00	8 00
22-24	8 50	8 20	7 80
26	8 75	8 50	8 00
28	9 00	8 75	8 40

Less 25c in case lots.

SHINGLES Per square

Standard galvanized $6 50

Shipping weight, 90 lbs.

Standard painted 4 50

Shipping weight, 80 lbs.

Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES List

Boys' Hockey, polished	0 85
Scotia	2 80
Dreadnought	3 00
MicMac	4 50
Velox	6 00
Regal, 189	5 50
Regal, 191	6 00

Discount 20 to 30%.

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	6 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

SOLDERING COPPERS

Base, per lb., 61c cents.

Let's Call a Convention in Your Store

Let's do in your store what the great Manufacturing organizations accomplish when they call in their salesmen, managers and officers—

Let's thresh out this Paint Problem once for all.

Either we've got the finest Paint Proposition — including the quality Paint, the quality advertising and the quality co-operation as we say, or we haven't. Either we can make more money for you in your Paint Department than anyone else, or we can't.

You can't lose. You'll certainly learn something. Let's talk it over now.

Lowe Brothers LIMITED TORONTO

LYON PAINT & GLASS CO., LIMITED, WINNIPEG

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30 and 5%	....	20 and 10%
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	30 and 2½%	30 and 2½%	30 and 2½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	30 and 2½%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR
See Weekly Report

STAPLES Per cwt.
Fence staples, bright, kegs 4 85
Fence staples, galv., in kegs 5 70
Fence hooks, galv..... 5 70
In 25-lb. boxes add 25c extra.
Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's
Boudoir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap... ..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00
F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)
Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00
F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN
Ontario, 4-passenger, ea... 7 25
Ontario, 2-passenger, ea... 6 25
Baby, ea. 4 00

TACKS Discount.
Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe Findings List adopted Aug. 10, 1916—New list under advisement.
List of Capped Goods adopted Jan. 1, 1916....70-10%
F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins
Ass skin, No. 712, 50 ft., doz.
Ass skin, No. 714, 66 ft., doz.
Linen, No. 404, 66 ft., each.
Metallic, No. 603, 50 ft., ea.
Challenge steel, No. 263, 50 ft., each .....
Reliable Jr., No. 103, 50 ft.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)
G. G. Square bead and half round
Size in girth Per 100 feet
8 in. .....$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00
Discount 45 and 2%.

TRAPS (GAME) %
Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35
F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.
Prices Withdrawn.

TWINE (COTTON)
3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS
No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES %
Ground work 50
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath cocks 53
Standard 50
High grade 53
Roundway Stop and Waste Cocks, standard 50
High grade 53
Steam cocks 50
Standard 53
High grade 50
Radiator valves, standard... 30
High grade 30
Patent quick opening valves 60

WARES, ETC.
Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.
Full box, 20%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 41 75
Garden, steel wheel, doz... 53 00
Light garden, each 37 25

WHIFFLETREES (Steel).
No. 70—F.D. & B.D. Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40
F.O.B. Hamilton.

WIRE GOODS
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. ..... 70 %
Brass Screw Hooks ..... 70 %
Brass Gate Hooks and Eyes ..... 70 %
F.O.B. Toronto, Montreal, London, Hamilton.

WIRE
Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.
No. 9, $5.25; No. 10, $5.30; No. 11, $5.40; No. 12, $5.50; No. 13, $5.60; No. 13½, $5.60; No. 14, $5.75; No. 15, $6.
F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.
No. 18, $6.20; No. 19, $6.70.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.
Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.
No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.
Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)
Much lower prices on fence wire than those shown below are being quoted in some quarters.

	Toronto	London
Barb	$4 70	$4 50
No. 9 pl. galv....	4 25	4 25
No. 12 pl. galv....	4 40	4 40
No. 13 pl. galv....	4 50	4 50
No. 9 coil sp.....	4 25	4 30
No. 12 coil sp....	4 50	....
No. 10 O. & A....	5 16	5 16
No. 11 O. & A....	5 22	5 22
No. 12, O. & A...	5 30	5 30

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.
Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.
Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES
Regular, 65%.
Trimo, 50, 5% off list; parts, 50%; Stillson, 50, 5%; parts, 50%; Coes, 10%.

WRINGERS—MOP.
White, No. 1, each..... 1 50

MACLEAN'S MAGAZINE *for* February

Just suppose you were made Editor of MACLEAN'S MAGAZINE for one issue!

WHAT would you provide for your readers? You would probably want some good short stories, and you would like to offer chapters of a good serial. You would want something in lighter vein. Perhaps some verse. Certainly some serious articles of an informative and critical nature. Probably you would want everything—contributions and illustrations—to be by Canadians. Good! But who are they? And could you get their work?

Look at what the regular editor, T. B. Costain, has provided for the February issue of MACLEAN'S:

A serial story by **Sir Gilbert Parker**—"Jordan is a Hard Road."

A short story by **H. G. Wells**—"Into the Abyss."

A complete novelette by **A. C. Allenson**—"Danton of the Fleet."

A gripping sketch of "The Greatest Hotelman in the World"—a Canadian, by name John McE. Bowman, of the Hotel Biltmore, New York; and the man behind the Manhattan Hotel, New York, and the hotel now building in the same city, The Commodore, and the new Canadian hotel, The Devonshire, to be built this year in Toronto. **W. A. Craick** gives the story of this remarkably successful and interesting man—a veritable romance of achievement.

Stephen Leacock is in the February MACLEAN'S with one of his inimitable sketches—this one entitled—"In Merry Mexico." What a fancy, what a humor this man has! He roams the earth, and always is visiting some land or country in the spotlight of the world's history.

Then Editor Costain has **Miss Agnes C. Laut** in the February issue with a timely and thought-provoking article, "The Elections and Canada." She is writing of the American elections of last November, and in her virile style and with her amazing inside knowledge of things political, she gives all Canadians much to think about, and a wider vision of the place Canada holds in world affairs—dwelling especially on the new Anglo-Saxon relations which will be the result of the war now being waged, and which gives promise of involving the United States. Miss Laut's contribution is well worth reading.

H. F. Gadsby, free lance, ever a-tilting at politicians and politics, and never failing to get under the guard of parties and partisans, writes sparklingly on "How Premiers Control Their Cabinets" — of piquant interest in view of Sir Sam Hughes's recent encounters with Premier Borden. Gadsby studies other Canadian Cabinets than those of Premier Borden's. Good reading, this.

Then Editor Costain starts in this February issue of MACLEAN'S a new department—snappy biographical sketches and zestful stories of notable and interesting Canadians. You will enjoy this yourself and so will all others to whom you may introduce MACLEAN'S MAGAZINE.

The usual departments—Review of Reviews and "Information for Investors"—are present as usual; and illustrations by these Canadian artists, C. W. Jefferys, Harry C. Edwards, Lou Skuce, E. J. Dinsmore, assist to give the February MACLEAN'S *distinction and appeal.*

Now if you have been keeping in mind yourself—as a possible editor of MACLEAN'S MAGAZINE for a single issue—do you think you could excel or equal what the regular editor has provided for MACLEAN'S readers?

At All News-Agents, Fifteen Cents

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $7.40 per 100 lbs.; 5 lb. packages, $7.20 per 100 lbs.; White, 5-lb., $6.60; 2½ lbs., $6.80 per 100 lbs.

BEESWAX

Small quantities, per lb.	0 50
Larger quantities, per lb.	0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$16 13
Weighted, 20 lbs., doz.	18 50

COATING

Cement Coating	$2 55 2 75

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	5–12c
Burnt Umber, 100 lbs.	5–12c
Raw Sienne, 100 lb. kegs	5–12c
Burnt Sienna, 100 lb. kegs	5–12c
Imp. green, 100 lb. kegs	0 22
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs	0 12
Indian red, No. 1, 100 lb. k.	0 05
Venetian red, best bright	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs.	0 03
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 03½
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 18
Chrome yellow, pure	30–35
Golden ochre, pure	0 18
French spruce ochre, pure	0 15
Chrome green, pure	15–22
French permanent green, pure	0 22
Signwriters' black, pure	0 24
Marine black, 25-lb. lrons	0 07
Lampblack	0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins

Alba-Gloss enamel
Anchor Floorlustre
O.P.W. Sunshine White
Jas-per-lac floor enamel
Jas-per-lac art enamel
Martin's Enamel
Mooramel

FILLER

	Gal.
Luxeberry Enamel	$5 00
Screen Enamel, BB.	1 65

FORMALDEHYDE

	Per bbl.
Demi-johns, 50 lbs.	0 15½

$1.10 for demi-john extra.

GLUE

	Per lb.
French medal	0 25
English common sheet	0 25
English prima	0 30
White pigsfoot	0 38
Cake, bone, 112-lb. bags	0 25
Hide, 112 lb. bags	0 35
Gelatine, 112 lb. bags	45-60
Ground glues, 112 lb. bags	
No. 1	0 25

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 80
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$14 30	$14 50
Crown Diamond	14 30	14 50
Green Seal	14 30	14 50
Tiger Pure	14 30	14 50
Ramsay's Pure	14 30	14 50
Moores Pure	14 30	14 50
O.P.W. Dec. Pure	14 30	14 50
Red Seal	14 30	14 50
Decorator's Pure	14 30	14 50
O.P.W. English	14 55	14 75
Elephant Genuine	14 55	14 75

B.B. Genuine Lead, less than tons, $16.20 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	13 50	13 50
Genuine, 100-pound kegs, per cwt.	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles		
2-lb. bottles		
5-lb. bottles		
10-lb. bottles		
25-lb. irons		
50-lb irons		
100-lb. irons		
200-lb irons		
Barrels		

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6. White in 5 lb. pkgs., per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white	$3 05
B.H. English, colors	2 80
Crown Diamond, white	2 80
Crown Diamond, colors	2 55
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint	1 95
Moore's Sani-Flat	2 10
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white	2 80
O.P.W. Can. Brand, colors	2 60
O.P.W. Can. Brand, floor	2 20
O.P.W. Flat Wall, white	2 70
O.P.W. Flat Wall, colors	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white	3 05
Martin-Senour, 100% colors	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white	2 70
Senour's New-Tone, colors	2 50
Sherwin-Williams, white	3 05
Sherwin-Williams, colors	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65

PARIS GREEN

	Munro's	C.P. Co.	Bergers
600-lb. bbls.			
250-lb. kegs			
100-lb. drums			
50-lb. drums			
25-lb. drums			
1-lb. 100s, pkgs.			
½-lb. 100s			
1-lb. 100s, tins			

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl.	$2.25-2.50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard	
	Montreal	Toronto
See weekly report.		
Bulk, in casks	2 90	3 10
Bulk, 100-lb. drums	3 35	3 55
Bulk, 25-lb. drums	3 45	3 65
Bladders, in bbls.	3 60	3 85

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.70 to $2.90.
Pure Orange, gal., $2.45-$2.70.

Gum, 44c lb.; finest orange, 49c lb.; finest white, 60c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto
See weekly report for prices.		

SLATING

	Gal
Liquid Slating, B.B.	

VARNISHES

	Per gal cans
Gold Medal	$ 2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 60
Jasperite Floor Finish	2 25
Marble-ite Floor	2 54
Wood-var	2 54
Finest Interior	2 86
Durable Floor	2 40
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Kopal	
Spar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 15
Luxeberry spar	4 50

WATER PAINTS

Opalite, 300 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg.	0 65
½ gal. package, per pkg.	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream	0 21½

WASTE, WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 18
X Press	0 16

WASTE, COLORING WIPING

Fancy	0 16
Lion	0 14½
Standard	0 13
Popular	0 11½
Keen	0 10½

WASTE, WOOL PACKING

Arrow	25
Axle	30
Anvil	15
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX

	Per lb.
C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41–44c
Johnsons	41–44c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL

	Per gal.
In gallons	1 20
Barrels	1 00-1 05

$4 extra for barrels.

Transparent Wood Finish

The finest, most beautiful and most durable house varnish ever put upon the market.

Costs a little more by the gallon than some other varnishes, but costs less BY THE JOB and lasts several times as long. There are jobs done with T.W.F. forty years ago that are still in perfect condition and good for many years yet.

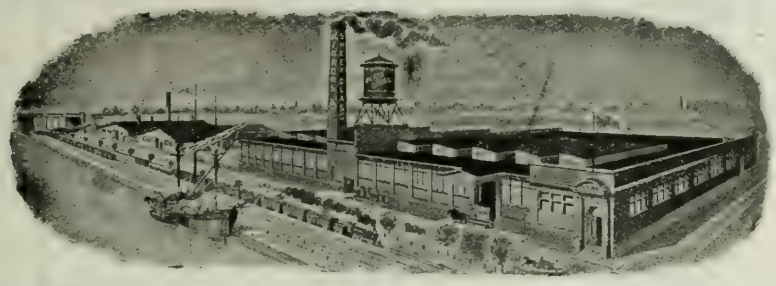
This is only one line of

DOUGALL VARNISH

MANUFACTURED ONLY BY

THE DOUGALL VARNISH CO., LIMITED, MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 7 50	$12 50
Double Bit	13 00	15 00
Broad Axes	28 00	31 00

BARS, CROW. $5.50 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8c; ⅜, 7c; tie out, 70%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 8½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 10 p.c.; Blacksmith, ½ in. round shank, 35 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)

30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., $2.00.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.40; No. 2 and larger, $5.15; snowshoes, No. 0 to No. 1, $5.65; No. 2 and larger, $5.40; steel, No. 0 to 1, $5.85; No. 2 and larger, $5.60; featherweight, $7.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	7 75	7 75
28 Am. or 26 Eng.	7 40	7 40
26 Am. or 26 spec.	7 15	7 15
24	6 95	6 95
22	6 95	6 95
18 and 20	6 75	6 75
16 Am.	6 75	6 75

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Potts No. 50 set 1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $6.75; cutter, $6.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $4.40.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots, 2c advance over list; case lots, 1c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 32c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, 14c; less quantities, 16c.

PICKS, Clay, 6-7, $6.25 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 28	$ 6 75
⅜ inch	4 37	6 84
½ inch	5 67	7 47
¾ inch	6 98	9 41
1 inch	10 35	13 91
1¼ inch	13 95	18 81
1½ inch	16 70	22 50
2 inch	22 50	30 2
2½ inch	35 51	47 84
3 inch	46 44	62 55
3½ inch	58 05	....
4 inch	68 76	....
4½ inch	86 40	....
5 inch	100 80	....
6 inch	130 50	....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less. 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $6.25; full polished, $7.25; 18 x 24, half polished, $6.25; full polished, $7.25; 20 x 28, half polished, $6.50; full polished, $7.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS

Iron rivets, 25 per cent.; copper, No. 7. 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 21c base; pure Manila, 27c base; British Manila, 22c base; lath yarn, 21c base; African hemp, 22c base; cotton rope, ¼ and over, 43c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 20 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 75
14 gauge	5 65
16 gauge	5 75
18-20 gauge	5 90
22-24 gauge	5 95
26 gauge	6 00
28 gauge	6 10

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H. Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No 4, $10.65 doz.; No. 6, $11.40; No. 8, $12.10; No. 10, $12.80; Moose and Jones Scoops, No. 4, $11.85 No. 6, $12.50; No. 8, $13.15; No. 10, $12.85 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east, octagon tool steel, 12½c base; square tool, 13½c base; spring, $4; machine, $5 base; tire, $4.50.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

40 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 30%.

TIN AND TIN PLATE

20 x 28 I.C.	$18 00
20 x 28 I.X.	19 50
20 x 33 I.C.	20 50
20 x 33 I.X.	22 50
Terne plates	15 50

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15%+75c; full boxes, iron, 20%+75c.

WHITE LEAD

Decorators' pure, ton lots. $15.05; less than ton lots, $15.35.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.15 Winnipeg; $5.75 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $5.20; 10, $5.25; 12, $5.40; 14, $5.55; 15, $5.70; 16, $5.85 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Stephens

WA-KO-VER STAINS

Serve your customers in a way that will bring them to you for their future requirements.

The best ingredients are used in their manufacture and every step is guided by years of experience.

We know that Wa-Ko-Ver Stains stand "head and shoulders" above others—and a trial will convince you.

Are we represented in your town? If not, write at once for our exclusive agency proposition.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

OWL BABBITT METAL

Will stand Pressure, Speed and Pounding. These qualities appeal to your customers.

Made in the West by
The Owl Metal Co., Ltd., Winnipeg

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

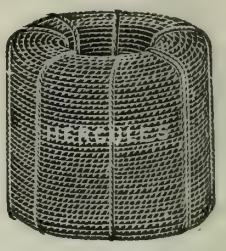
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

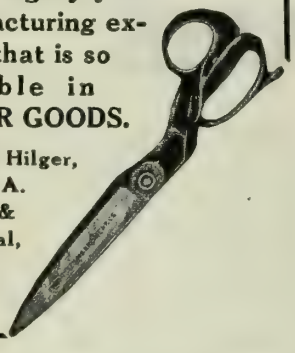
SASH CORD
THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM

Seymour Shears

The name conveys that particular idea of quality—reinforced by eighty years of manufacturing experience that is so noticeable in SEYMOUR GOODS.



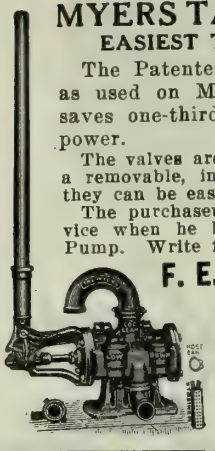
Wiebusch & Hilger, Ltd., N.Y.; A. Macfarlane & Co., Montreal, Canada
Selling Agents

MYERS TANK PUMPS
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

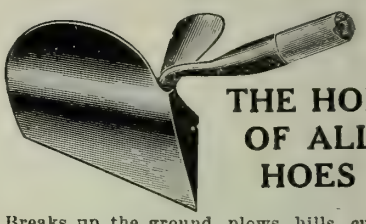
The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Eastern Canadian Distributors:
Louis A. Larson, Ottawa.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

$469.20 a Year for National Advertising

A half-page advertisement in **MacLean's Magazine**, every issue for a year (12 times), costs $469.20.

Figured out proportionately, it means:

$161.22	to influence		Ontarians
$102.00	"	"	Quebecers
$ 23.46	"	"	New Brunswickers
$ 28.15	"	"	Nova Scotians
$ 4.69	"	"	P.E. Islanders
$ 32.84	"	"	Manitobans
$ 37.54	"	"	Saskatchewans
$ 28.15	"	"	Albertans
$ 28 15	"	"	British Columbians

(This division on the basis of provincial populations.)

Really, when you break it up this way, the amount per province for a whole year's powerful influence is ridiculously small. Honestly, can you say "I can't afford $469.20 a year for national advertising?"

MACLEAN'S MAGAZINE

Can perform a service for you, at a price, which you cannot have rendered by any other single medium, or at so low a cost.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

OWL METAL

THE BEST BABBITT
FOR
General Machinery
STANDS
Pressure, Speed and Pounding

Write for discount to trade.

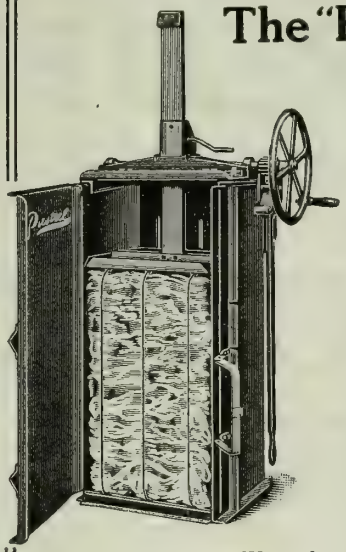
The Owl Metal Co.
Limited
WINNIPEG, MAN.

Don't Burn Dollars

Turn Your Waste Paper Into Paper Money

The waste paper that you spend so much time in destroying has a considerable cash value, which is increasing almost daily.

The "Presteel" Fire-Proof Baler



Is all-steel and fire-proof, unbreakable and unburnable, also very compact.

The Presteel has fewer parts than any other baler. It cannot get out of order, and will last a lifetime. It is easy, simple and quick to operate.

Its special features make it superior to any other baler on the market.

Greatly reduces fire danger.

There's a place for a Presteel in every store, office and factory.

They're profitable to use and profitable to sell.

Write for full details.

Spielmann Agencies (Reg'd.)
45 St. Alexander St., Montreal, P.Q.

CROSS

(TRADE MARK)

TRADE BUILDERS

PROGRESSIVE DEALERS want QUALITY GOODS that will help build their trade. That's why CROSS PRODUCTS should appeal to you. The line is complete:

CROSS FRENCH FURNITURE POLISH
CROSS FRENCH FLOOR POLISH
CROSS AUTO BODY POLISH
CROSS CREAM METAL POLISH
CROSS CARPET CLEANER

Their UNEQUALLED QUALITY, ECONOMY, DURABILITY and LASTING SATISFACTION help to produce an ever-increasing demand. We suggest that you buy them to-day.

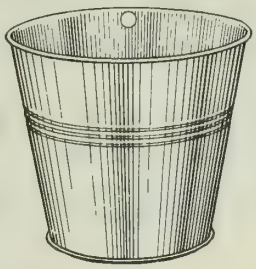
"Canadian Made for Canadian Trade"

CROSS PRODUCTS, LIMITED
56-58 Agnes Street, Toronto **Phone Main 5798**

Book Sap Pails Now

for this season and you will get good delivery.

Sap Pails—flaring pattern.



6 and 10 quarts

All Sap Pails punched unless ordered otherwise.

Ask us for prices.

SOREN BROTHERS
545-549 King St. West - Toronto, Ont.

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

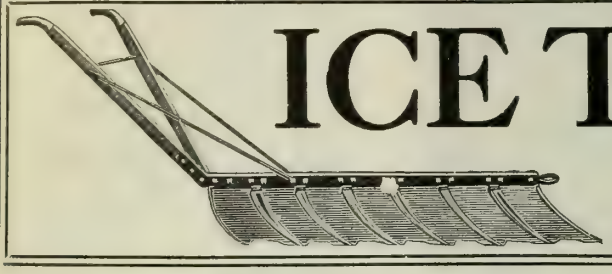
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

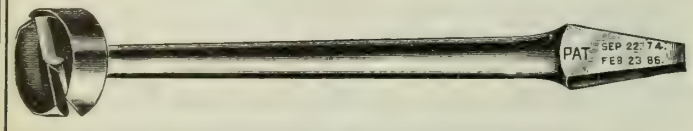


ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

"The BRITON" DOOR SPRING & CHECK

Keeps out "The Germs."

MADE ONLY BY

Wm. Newman & Sons LIMITED

BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., 326 9th Ave. W., Calgary, Alta.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

ADAMSON VULCANIZERS

Warning to the Trade:

It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

MADE IN CANADA

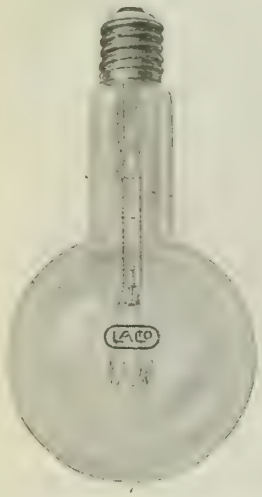
ADAMSON MANUFACTURING CO.

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

LACO-NITRO

LAMPS are used exclusively in many factories throughout Canada.



Factory service, owing to the constant vibration, is a severe test of the lasting qualities of any *incandescent* lamp.

Laco-Nitro Lamps are selected for this important work because they are sturdy and extraordinarily rugged, affording the greatest possible endurance, and securing the highest illuminating efficiency at the lowest operating cost.

Ask Your Dealer for Quotations.

Canadian Laco Philips Company, Limited

Montreal Toronto Winnipeg Vancouver

Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

WANTED — HARDWARE SALESMAN TO handle the jobbing trade for a Canadian factory. Best of references must be furnished and experience stated. Box 150, Hardware and Metal, Toronto.

It is a good test of a hardware salesman's capacity to find out whether he regularly reads Hardware and Metal. The live ones always do, because they realize that there is no other way of keeping right up to the minute on everything connected with the Canadian hardware trade.

The manufacturer who inserted the above advertisement knew that the 12 men who answered it were men who would be likely to study their proposition.

Use the Want Ad. Page.

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

"BEST'S" No. 21 WEATHER STRIP

Double Felt and Zinc.

Write for Samples and Prices

Best Weather Strip Co., Ltd. Hamilton Ont.

Trulite The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite

Quick Service

NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

BATH ROOM FITTINGS

K NIAGARA KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.

22 College Street, TORONTO

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. LAMPLOUGH & CO.

Unity Bldg., Montreal

EMBOSSED METAL LETTERS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.

HAMILTON, ONT.

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Hardwaremen, sell your rink a J-&-R Rink Scraper. Cleans off snow and slush in half the time.

Write James & Reid, Perth, Ont., for circular and prices.

Kindly mention this paper when writing advertiser

POULTRY LEG BANDS & EAR TAGS FOR STOCK

Poultry Leg Bands and Ear Tags for Stock. Tag your stock and mark your poultry. Best means of identification for Sheep, Cattle and Poultry. Name, address and number stamped on tag. Samples and prices on request.

THE RIDEAU SPECIALTY CO., Smiths Falls, Ont.

"Maple Leaf" Brand STITCHED COTTON DUCK BELTING

"Maple Leaf" Brand Belt Dressing

DOMINION BELTING CO. LTD. HAMILTON, CANADA

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES

FENCE HOOK

WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

C. S. TURNER CO.

147 Bannatyne Ave. East, Winnipeg

Manufacturers' Agents

Excellent Storage, Forwarding, and Distributing Facilities.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

THE STURDY ASH SIFTER

Best Sifter. Best Price

Collins Manufacturing Company. Toronto.

Metal Protection

In any kind of metal construction the element of rust is such a destructive factor that the best protection obtainable is unquestionably the cheapest.

CARTER'S Dry Red Lead

is the highest standard quality and affords a perfect sealing coat that absolutely protects all kinds of metal from rust and corrosion.

We make Orange Dry Lead and Litharge also Special Dry Lead and Litharge for Color, Varnish and Rubber Makers. Oxides for Storage Batteries and Pottery.

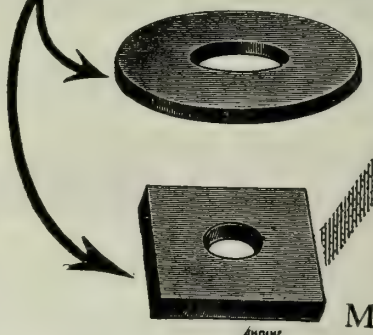
All products are wholly Canadian made.

Quotations sent upon request.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

Wrought and Steel Plate WASHERS

of all descriptions



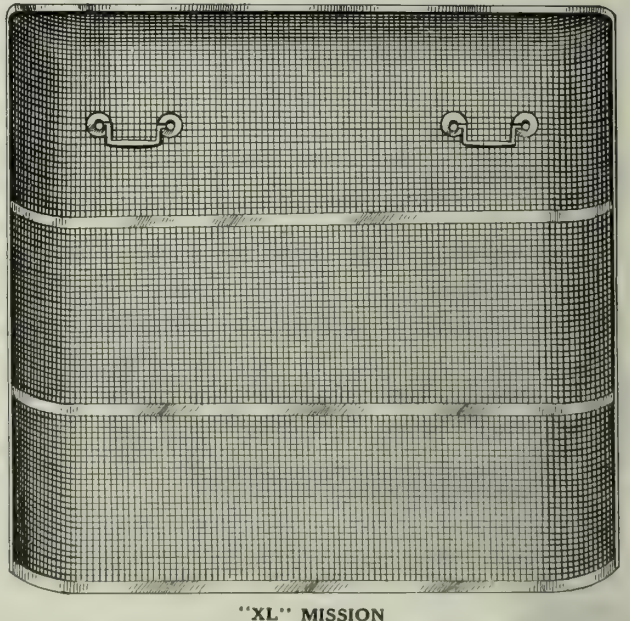
Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.
Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton
We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.
H. B. Clark & Son, Halifax, N.S.; H. E. O'Bull, Montreal, Que.; David Philip, Winnipeg, Man.; R. A. Ogilvie, Vancouver, British Columbia.

If interested, tear out this page and keep with letters to be answered.

Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Your Horse-owning Customers

Winter is a time of heavy teaming—ice, logs, grain, stone, coal and so on. And so is a time when horses' shoulders and backs need special protection against gall sores. Bring to the notice of horse-owners

Ventiplex Housings, Sweat Pad and Saddle Blankets

and you'll make sales certain—and every sale is good for your business. Write us for our Catalogue.

"Comfy" Weather Strip

Carry stock of our "Comfy" Weather Strip—supplied in 1-lb. cartons (38 ft.). It sells freely at this season, and every sale represents extra business and extra profits. Make all the money you can by selling all the goods you can to all the people you can.

ORDER THROUGH YOUR JOBBER.

Burlington Windsor Blanket Co., Ltd.

793 King St. W., TORONTO, ONT.

Look for the full name

Russell Jennings

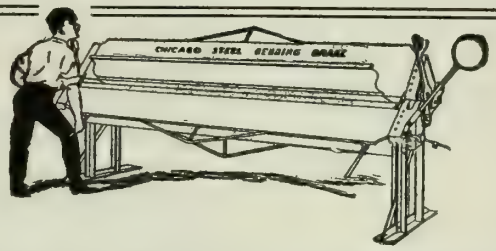
stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Carborundum Co., Niagara Falls, N.Y.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Aluminum Solder
British Aluminium Co., Toronto.
Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Ware Mfg. Co., Oakville, Ont.

Aluminum, Alloy, Ingot, Sheet, Wire
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., Windsor.

Animal Traps
Oneida Community, Niagara Falls, Ont.

Asbestos Papers
Roofers Supply Co., Ltd., Toronto.

Auto-Skid Chains
Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

Ash Sifters
The Burrowes Mfg. Co., Toronto.
Collins Mfg. Co., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Asphalt Shingles
Bird & Son, Hamilton.

Auger Bits
Russell Jennings Mfg. Co., St. Catharines.

Auto Accessories
The Carborundum Co., Niagara Falls, N.Y.
Caverhill, Learmont & Co., Montreal.
C. Kloeffer, Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Richards-Wilcox Co., Ltd., London, Ont.
The Stanley Wks., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.

Axes, Safety, Pocket and Camp
Marble Arms & Mfg. Co., Gladstone, Mich.

Axles
D. Ackland & Son.
B. J. Coghlin, Montreal.

Babbitt Metal
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Baits, Spoon
The Andrew B. Hendryx Co., New Haven, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Bale-Ties
J. E. Beauchamp & Co., Montreal.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Bar Clamps
National Machinery & Supply Co., Ltd., Hamilton.

Bar Iron
D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Barn Door Hangers
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canada Steel Goods Co., Hamilton.
R. Dillon & Sons, Oshawa.
Richards-Wilcox Co., Ltd., London, Ont.

Barn Equipment
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Bath Room Fittings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.
Mainer Electric Co., Ltd., Winnipeg.

Belting
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Bird Cages
Andrew B. Hendryx Co., New Haven.

Bicycles and Accessories
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Bits
D. Ackland & Son.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St Catharines.

Blacksmiths' Machinery
D. Ackland & Son.

Boilers, Hot Water
Clare Bros. & Co., Ltd., Preston, Ont.

Bolts and Nuts
D. Ackland & Son.
Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Wks., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Box Chisels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Braces
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf
Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brakes, Metal Working
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Dennis Wire & Iron Works, London, Ont.
Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Bread Mixers
Landers, Frary & Clark, New Britain.

Brooms
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

Brushes
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.

Builders' Tools and Supplies
Caverhill, Learmont & Co., Montreal.
The Dennis Wire & Iron Works, London, Ont.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New New Britain.
The L. S. Starrett Co., Athol, Mass.

Builders' Hardware
Canada Steel Goods Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
R. Dillon & Sons, Oshawa.
Goodell-Pratt Co., Greenfield, Mass.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co.,
Richards-Wilcox Canadian Co., Ltd., London, Ont.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Building Paper
Bird & Son, Hamilton.
Roofers Supply Co., Ltd., Toronto.

Buildings, Portable
Pedlar People, Ltd., Oshawa.

Builders' Supplies
Belyea, Walter, Winnipeg, Can.

Burlap
G. F. Stephens & Co., Winnipeg.

Burrs
Parmenter & Bulloch Co., Gananoque.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Hamilton.

Butter Workers and Boxes
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts, Spring
Chicago Spring Butt Co., Chicago.

Calipers
L. S. Starrett Co., Athol, Mass.

Car Movers
R. Dillon & Sons, Oshawa.
Thos. Pink, Pembroke, Ont.

Carriage Hardware
Samuel Trees & Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
D. Ackland & Son, Winnipeg.

Carriage Springs
D. Ackland & Son.

Cans
Thos. Davidson Mfg. Co., Montreal.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Canada Plates
Dominion Sheet Metal Co., Hamilton.
A. C. Leslie Co., Montreal.
Roofers Supply Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Cash Registers
McCaskey Systems, Ltd., Toronto.

Casseroles
Canadian Wm. A. Rogers, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines

Ceilings, Metal
Metallic Roofing Co., Toronto and Winnipeg.
McFarlane, Douglas & Co., Ottawa.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cement
Belyea, Walter, Winnipeg, Can.

Cement, Liquid
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia.

Chain Manufacturers
Greening, B., Wire Co., Hamilton.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Chains
B. J. Coghlin, Montreal.
Greening, B., Wire Co., Hamilton.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chains, Tire
Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

Chair Seats, Fibre
J. E. Beauchamp & Co., Montreal.

Chisels
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns, Hand Power
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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American Shearer Mfg. Co., Nashua,
Crescent Mfg. Co., New York, N.Y.

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The Western Clock Co., La Salle, Ill.

Clothes Pins
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Clothes Driers
Cummer-Dowswell, Ltd., Hamilton.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Clothes Line
R. Bird & Co., Crewkerne, Eng.
Hamilton Cotton Co., Hamilton, Ont.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Wringers
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cummer-Dowswell Co., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Hamilton.

Coal Chutes
The Dennis Wire & Iron Works, London, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Coffee Percolators
Landers, Frary & Clark, New Britain.

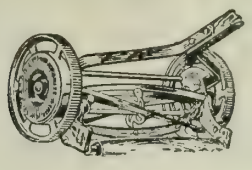
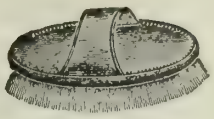
Colors, Dry
Canada Paint Co., Montreal.
Allan Munro Color Co., Montreal.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Cold Rolled Strip Steel
The Stanley Works, New Britain.

Collection Agency
Assignees Agents, Limited, Toronto.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Pipe
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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THE W. W. COOPER COMPANY LIMITED
WE SELL EVERYTHING
DIAMOND C BRAND COOPER'S GUARANTEE
EVERYTHING WE SELL WE GUARANTEE

SWIFT CURRENT, SASK. Sept. 20, 1916.

Messrs,
Hardware and Metal,
143-153 University Ave.,
Toronto, Ont.

Gentlemen:-

We beg to acknowledge receipt of your favor of the 16th., also cuts as mentioned therein and for which we thank you.

We are now using about fifty of these with good results.

Yours truly,

THE W.W.COOPER COMPANY Limited.

per. P.

P/H.

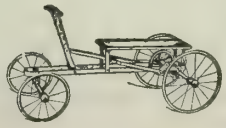
Since we announced HARDWARE AND METAL'S Electro Service about a year ago, nearly 200 subscribers have availed themselves of the opportunity to secure cuts for their local advertising at low cost.

The letter from The W. W. Cooper Company, reproduced above, is only one of many which we have received from merchants who have had good results from using these cuts.

You can have equally good results from a judicious selection of electros combined with good "copy." Write now for free proof sheets showing our complete assortment of hardware electros. They cost only 20 cents each, and they will open up big possibilities for expanding your sales.

HARDWARE AND METAL

143-153 University Ave., Toronto, Ont.



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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cord, Wire Picture
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage
Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Corage Co., North Plymouth, Mass.

Cornices, Metal
McFarlane, Douglas & Co., Ottawa.
Metallic Roofing Co., Toronto, Winnipeg.
Metal Shingle & Siding Co., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
The Steel Co. of Canada, Limited. Hamilton.

Corrugated Iron
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa Ont.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Wheeler & Bain, Toronto.

Corrugated Aluminum
The British Aluminum Co., Ltd., London, Eng.

Cow Stalls and Stanchions
Bull and Calf Pens.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Cranes, Hand Power
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Cranes, Overhead Travelling
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Crate Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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B. J. Coghlin, Montreal.

Cultivator Hoes
C. S. Norcross & Sons, Bushnell, Ill.

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Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Curling Stones
Belyea, Walter, Winnipeg, Can.

Cuspidors
Thos. Davidson Mfg. Co., Montreal.

Cutlery, Razors, Scissors, Etc.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Canadian Wm. A. Rogers, Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Crookes, Jonathan, & Son.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.
Geo. Wostenholm & Son. Sheffield, Eng.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Derricks
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Display Racks, Wire Cloth
R. M. Bowser & Son, Renfrew, Pa.

Dog Collars
Samuel Trees & Co., Ltd., Toronto.

Dies
Pratt & Whitney Co., Dundas, Ont.

Door Bolts
The Stanley Works, New Britain.

Door Checks
Wm. Newman & Sons, Birmingham.

Door Hangers
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain.

Door Springs
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Drills
Pratt & Whitney Co., Dundas, Ont.

Draw Pulls
The Stanley Works, New Britain.

Drills, Brick and Stone
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Eavestroughs
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.
Winnipeg Ceiling & Roofing Co., Wininpeg

Elbows
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Heating Specialties
Landers, Frary & Clark, New Britain.
National Electric Heating Co., Toronto.
Renfrew Electric Co., Ltd., Renfrew.

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.
Tallman Brass & Metal Co., Hamilton.

Electric Irons
Landers, Frary & Clark, New Britain.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.

Electric Specialties
Duncan Electric Co., Montreal.
Interstate Electric Co., Toronto.

Electrical Supplies
Duncan Electrical Co., Montreal.
Factory Products, Toronto.

Electric Tools
John Oakey & Sons, Ltd., London, Eng.

Emery
John Oakey & Sons, Ltd., London, Eng.

Emery Cloth
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.

Emery Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
John Oakey & Sons, Ltd., London. Eng.

Enamels
Berry Bros., Walkerville, Ont.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Toronto.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son, Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.

End Cutting Nippers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Eveners, 3, 4 and 5 Horse
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fanlight Gear
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Corrugated
J. E. Beauchamp & Co., Montreal.
Stanley Works, New Britain, Conn.

Fasteners, Storm, Sash and Screen
Stanley Works, New Britain, Conn.

Fencing, Farm, Poultry, Woven Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
MacGregor-Banwell Fence Co., Walkerville, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Filters
Darling Bros., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass
A. Ramsay & Son Co., Montreal.

Files and Rasps
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Toronto.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Firearms
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

Fire Brick
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Door Fixtures
The Dennis Wire & Iron Works, London, Ont.
Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London. Ont.

Fishing Tackle
Andrew B. Hendryx Co.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flashlights, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Wm. Newman & Sons, Ltd., Birmingham. Eng.

Flint Paper
John Oakey & Sons, Ltd., London, Eng.

Food Choppers
Landers, Frary & Clark, New Britain.

Force Cups
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Steel Co. of Canada, Ltd., Hamilton

Ford Specialties
Adamson Mfg. Co., Hamilton.

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Wheeler & Bain, Toronto.
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Trimont Mfg. Co., Roxbury, Mass.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Montreal.

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Buck Bros., Milbury, Mass.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.

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Cleveland Stone Co., Cleveland.
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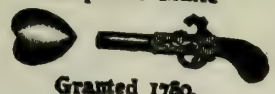

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Hack Saw Frames
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Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Halters
Samuel Trees & Co., Ltd., Toronto.

Hammers
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.

Hand Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hand Lanterns
Interstate Electric Novelty Co., Toronto.

Hand Screws
National Machinery & Supply Co., Ltd., Hamilton.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain.

Hardware, Metal Window
The Stanley Works, New Britain.

Harness
Samuel Trees & Co., Ltd., Toronto.

Half Soles
Beardmore & Co., Toronto.

Halters
G. L. Griffith & Son, Stratford, Ont.

Hammocks
Galt Robe Co., Galt, Ont.

Harvest Tools
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Ont.
H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
F E. Myers & Bros., Ashland, Ohio.

Hay Wire
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Heating Drums
Collins Mfg. Co., Toronto.

Hearth Furniture
Winfield Brewster.

Hinges
Canada Steel Goods Co., Hamilton.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.

Hinges, Spring
Chicago Spring Butt Co., Chicago.

Hockey Sticks
Still, J. H., Mfg. Co., St. Thomas.

Hoisting and Conveying Machinery
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Hollow Handle Tool Sets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hooks
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire
The Laidlaw Bale-Tie Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Conductor
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Hooks, Moulding
The Andrew B. Hendryx Co., New Haven, Conn.

Hooks, Hat and Coat
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horns, Automobile
Hyslop Bros., Limited, Toronto.

Horseshoes and Nails
D. Ackland & Son.
The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn
Canadian Consolidated Rubber Co. Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.

Horse Blankets
Samuel Trees & Co., Ltd., Toronto.

Horse Collars
Samuel Trees & Co., Ltd., Toronto.

Horse Covers
Canadian Consolidated Rubber Co., Montreal.

Hot Plates
Collins Mfg. Co., Toronto.

Ice Cream Freezers
Wm. Cane & Sons, Newmarket, Ont.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.

Incubators
Collins Mfg. Co., Toronto.

Iron and Steel Bars
B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
London Rolling Mill Co., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pipe
D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt.
F. E. Myers & Bros., Ashland, Ohio.

Ironing Boards
McFarlane Ladder Works, Toronto.
Schultz Bros., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto
Richards-Wilcox Canadian Co., London, Ont.

Japans
Berry Bros., Walkerville, Ont.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Joist Hangers
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets
Stratford Mfg. Co., Ltd., Stratford,

Knife Polish
Jno. Oakey & Sons, Ltd., London, Eng.

Knives, Hunting and Fishing
Geo. Butler & Co., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Straw Knives
R. H. Smith Co., Ltd., St. Catharines, Ont.

Knurling Tools
Pratt & Whitney Co., Dundas, Ont.

Ladders, Step
J. E. Beauchamp & Co., Montreal.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
McFarlane Ladder Works, Toronto.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack
Barton Netting Co., Ltd., Windsor.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.

Lamps, Electric
Amalgamated Electric Co., Toronto.
Basters, Jackson Co., Toronto.
Mainer Electric Co., Ltd Winnipeg.

Lanterns, Gasoline
Canadian Carbon Co., Ltd., Toronto.
National Stamping & Electric Wks., Chicago, Ill.

Lap Rugs
Samuel Trees & Co., Ltd., Toronto.

Latchets
The Stanley Works, New Britain.

Lashes
Hamilton Whip Co., Hamilton, Ont.

Lawn Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
B Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Lawn Mowers
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees
J. E. Beauchamp & Co., Montreal.
The Dennis Wire & Iron Works, London Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Stratford Mfg. Co., Stratford.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
McFarlane Ladder Works, Toronto.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Winfield Brewster.

Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Leather Soles and Lifts
Beardmore & Co., Toronto.

Lead Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels
Goodell-Pratt, Greenfield, Mass.
Henry Disston & Sons, Toronto.
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Lifts
Anglo-Canadian Leather Co., Toronto.
Beardmore & Co., Toronto.

Litter Carriers, Track and Fittings
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Lockers
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont.

Machine Knives
R. H. Smith Co., Ltd., St. Catharines, Ont.

Machinery Metal Workers
Brown, Boggs Co., Hamilton.

Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Elev Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennie Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Motorcycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Roofers Supply Co., Ltd., Toronto.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N. S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son., Montreal.

Oilers
Thos Davidson Mfg. Co., Montreal.

Oil Cake
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Darling Bros., Ltd., Montreal.

Ornamental Fences and Gates
Banwell-Hoxie Fence Co., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co. Hamilton.
Manitoba Bridge & Iron Works, Ltd. Winnipeg, Man.

Packing
Canadian Consolidated Rubber Co. Montreal.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Imperial Varnish & Color Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.

Pastry and Bread Boards
Stratford Mfg. Co., Ltd., Stratford.

Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Canada Metal Co., Toronto.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plaster of Paris
Belyea, Walter, Winnipeg, Can.

Pliers
Frank Mossberg Co., Attleboro, Mass.

Plugs, Electricians'
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Poultry Supplies
Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.

Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.

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Du Pont Powder Co., Wilmington, Del.

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Weatherproof

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Harry F. Moulden, Winnipeg, Man.
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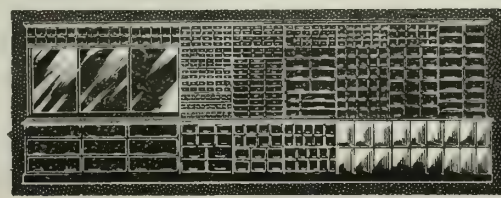

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.
Darling Bros., Ltd., Montreal.

Pumps, Iron
Aylmer Pump & Scale Co., Aylmer,
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Richmond Pump Co., Winnipeg.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Racks, Wire Cloth Display.
R. M. Bowser & Son, Renfrew, Pa.

Ranges
Clare Bros. & Co., Ltd., Preston, Ont.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.

Radiators
Clare Bros. & Co., Ltd., Preston, Ont.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Rasps
Delta File Works, Philadelphia.
Henry Disston & Sons, Toronto.

Razors
Geo. Butler & Co., Ltd., Sheffield,
Jonathan Crookes & Son, Sheffield, Eng.
Gillette Safety Razor Co., Montreal.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain. Conn.

Razor Hones
Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N. Y.

Reamers
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead
Brandram-Henderson Co., Montreal.

Registers
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Refrigerators
The Thos. Davidson Mfg. Co., Ltd., Montreal

Reinforcing Concrete
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
McGregor-Banwell Fence Co., Walkerville, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Repair Gum
Adamson Mfg. Co., Hamilton.

Revolvers
Colt's Patent Fire Arms Co., Hartford, Conn.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Rifles
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington-Arms U-M-C Co., Windsor, Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.

Roofing
Brantford Roofing Co., Brantford, Ont.
Canadian Roofing Mfg. Co., Windsor, Ont.
E. N. Nowland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Lt., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.

Roofing Supplies
Bird & Son, Hamilton.
Metallic Roofing Co., Toronto and Winnipeg, Man.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Rope
Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Corage Co., North Plymouth, Mass.

Runways, Electric
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal.

Saddlery Hardware
Samuel Trees & Co., Toronto.

Safety Razors
Gillette Safety Razor Co., Montreal.

Saws
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Saws, Cross-Cut
E. C. Atkins & Co., Hamilton.
Aylmer Pump & Scale Co., Aylmer.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Circular
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Saws, Hand
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton

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The Cleveland Stone Co.

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White Sewing Machine Co., New York, N.Y.

Seeders
Eureka Planter Co., Woodstock, Ont.

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Henry T. Seymour Shear Co., New York.
Landers, Frary & Clark, New Britain.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works London, Ont.

Shock Absorbers
Richards-Wilcox Canadian Co., London, Ont.

Shot Guns
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Caverhill, Learmont & Co., Montreal.

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B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Silo Irons
Beatty Bros., Limited, Fergus, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Roofs
Metallic Roofing Co., Ltd., Toronto Winnipeg, Man.

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Canadian Wm. A. Rogers, Ltd., Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snips, Tinners'
Brown, Boggs Co., Hamilton.

Snow Shovels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.

Sponges
Evans & Co., Montreal.

Sporting Goods
Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Sprayers
Collins Mfg. Co., Toronto.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Stable Fitting Steel
Beatty Bros., Ltd., Fergus, Ont.
The Dennis Wire & Iron Works, London, Ont.

Stains, Shingle
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Staples
Frost Steel & Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain, Conn
J. E. Beauchamp & Co., Montreal.

Steel, Mat
J. E. Beauchamp & Co., Montreal.

Sleighs
J. E. Beauchamp & Co., Montreal.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton. Winnipeg, Man.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.

Stepladder Chairs
McFarlane Ladder Works, Toronto
Stratford Mfg. Co., Ltd., Stratford

Store Ladders
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces
Clare Bros. & Co., Ltd., Preston, Ont.
Findlay Bros., Carleton Place.
Kir-Ben, Ltd., Almonte, Ont.
Thos. Davidson Mfg. Co., Montreal
Wrought Iron Range Co., Toronto.

Stoves, Sheet Iron
Collins Mfg. Co., Toronto.

Stove Pipes
Collins Mfg. Co., Toronto.

Sweat Pads
Samuel Trees & Co., Ltd., Toronto.

Switches, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books
MacLean Publishing Co., Toronto.

Threshing Tools
Pratt & Whitney Co., Dundas, Ont.

Thimbles
Collins Mfg. Co., Toronto.

Ticket Punches
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips
Bridgeport dwe. Mfg. Corp., Bridge Ont.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plates
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Tinware
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage
Canadian Consolidated Rubber Co., Montreal.

Tire Chains
Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

Toasters
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain. Conn.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. E. Beauchamp & Co., Montreal.

Tools
Buck Bros., Milbury, Mass.
Erie Tool Works, Erie, Pa.
R. Dillon & Sons, Oshawa.
The Goodell-Pratt Co., Greensfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Shefield, Eng.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.
Cleveland Stone Co., Cleveland, Ohio.

Tool Grinders
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Toys
J. E. Beauchamp & Co., Montreal.

Track Systems
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Trucks, Feed, Floor and Platform
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber
Canadian Consolidated Rubber Co., Montreal.

Vacuum Cleaners.
Daisy Vacuum Cleaner Co., Birmingham, Eng.

Vacuum Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF **$500** OR ANY MULTIPLE THEREOF.

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA,
OCTOBER 7th, 1916.

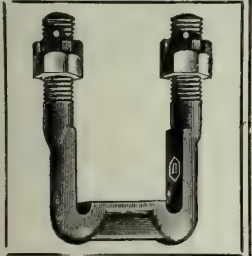
THEY SELL STEADILY

MENDETS
A PATENT PATCH

And every sale adds something to your income. Also, they render a real service to your customers.
Mendets mend leaky vessels, rubber bags, tires, without rivets or solder.
Are you selling them? Counter Display Containers furnished free.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C., Crowell Bros., Halifax, N.S.

Collette Mfg. Company, Collingwood, Ont., Canada



C. KLOEPFER, LIMITED

EDWARD HALLORAN, *General Manager*

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

FORGETTING

One of the things we all do well is to **forget.**
Names that were household worlds yesterday are gone to-day.
Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.
Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

If interested, tear out this page and keep with letters to be answered.

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R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ottawa.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

Vulcanizing Rubber
Adamson Mfg. Co., Hamilton.

Wall Paper
Stauntons, Limited, Toronto.

Wall Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wallboard
Belyea, Walter, Winnipeg, Can.

Wash Boards
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd., Hamilton.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Wagon Jacks
D. Ackland & Son.
Richards-Wilcox Canadian Co., London, Ont.

Washers
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Waste Baskets
The Dennis Wire & Iron Works, London, Ont.

Washers, Iron
J. E. Beauchamp & Co., Montreal.
Wrought Washer Mfg. Co., Milwaukee.

Water Bowls for Animals
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Water Bowls
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips
Hamilton Whip Co., Hamilton.
Samuel Trees & Co., Ltd., Toronto.

Whisks
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

Whistles, Steam
T. McAvity & Sons, St. John, N.B.

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Winfield Brewster.
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Steel & Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Products
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
G. F. Stephens & Co., Winnipeg.

Woodenware
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing
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McGregor-Banwell Fence Co., Ltd.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

LET JOHN NEW, 154 BAY STREET, TORONTO. sell your business. (4)

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

ARTICLES FOR SALE

FOR SALE—EIGHT-FOOT BROWN-BOGG Iron Brake, good as new. McMurty Hardware Co., St. Thomas.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

SALESMEN WANTED

WANTED — EXPERIENCED HARDWARE salesman. State experience and salary expected. A. G. Dobbie & Co., Brockville, Ont.

PAPER BALERS

THERE IS MONEY IN USING AND SELLing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SITUATIONS WANTED

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

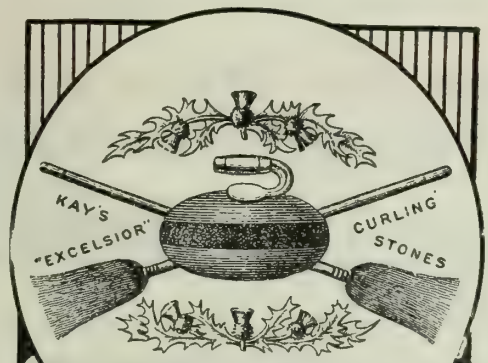
ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

SIGNS AND SHOW CARDS

WE ARE THE MOST UP-TO-DATE SIGN and show card firm in Canada. W. H. Stevenson, Stevenson Building, Toronto.



"KAY'S EXCELSIOR" Curling Stones

Run perfectly from the very start. No working down with emery necessary.

We carry a full line, in assorted weights, 36 to 45 lbs. to the stone, exclusive of the handle.

Also Handles, Grips, Fancy Washers, Brooms, Boxes.

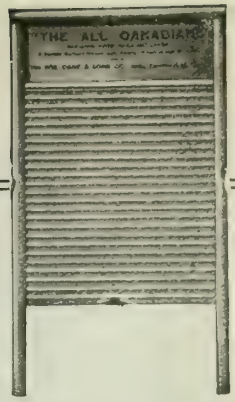
Also Builders' Supplies.

Walter Belyea

Successor to the late

THOMAS BLACK

WINNIPEG



COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a BETTER profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board

NEWMARKET, ONT.

Want Ads.

Try it out

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

HAND TAPS

TAPPER TAPS

When the demand is for TAPS, DIES and REAMERS supply the "BUTTERFIELD" line

You will be doing your customers a service that will keep them coming to you for taps, dies and reamers, and you'll incidentally sell other goods as well.

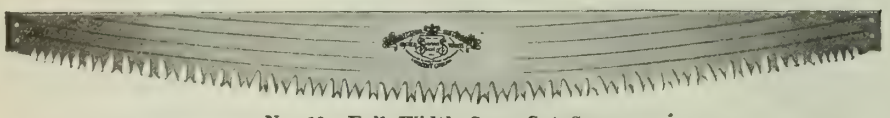
Butterfield Tools are much in favor of "those who know," due to their fast cutting and clean working qualities and their remarkable durability.

Butterfield tools sell fast—and the profit's good.

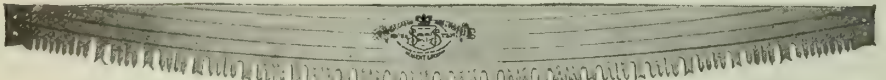
Send for our catalog.

BUTTERFIELD & Co., Inc.
ROCK ISLAND, QUE.

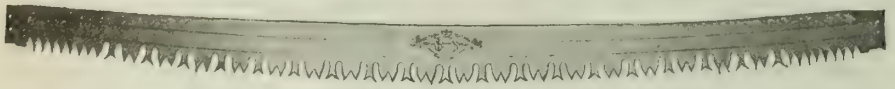
You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws



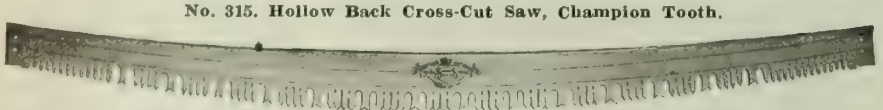
No. 13. Full Width Cross-Cut Saw.



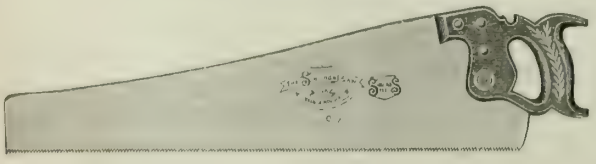
No. 22. Full Width Cross-Cut Saw.



No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.



No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.



YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

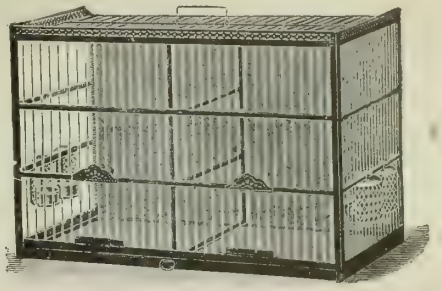
If interested, tear out this page and keep with letters to be answered.

"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.



No. 8CS Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Jappaned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 22 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.

The Andrew B. Hendryx Company

NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

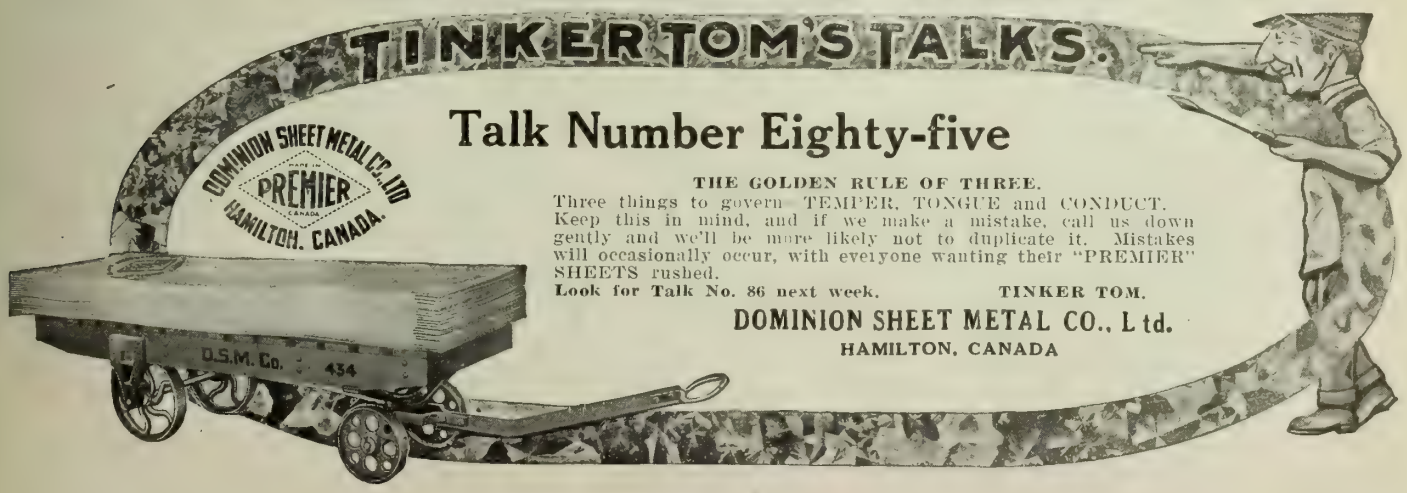
"RELIABLE" "CHALLENGE" "RIVAL" "BANNER"

Everybody Knows These LUFKIN Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes. They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue — THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT. — Stocked by all jobbers.

TINKER TOM'S TALKS.



Talk Number Eighty-five

THE GOLDEN RULE OF THREE.

Three things to govern TEMPER, TONGUE and CONDUCT. Keep this in mind, and if we make a mistake, call us down gently and we'll be more likely not to duplicate it. Mistakes will occasionally occur, with everyone wanting their "PREMIER" SHEETS rushed.

Look for Talk No. 86 next week. TINKER TOM.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

HOME-MADE MUNITIONS' - With apologies to 'PUNCH'

JONES' SHOVELS will stand ANY Test.

HARDWARE AND METAL

Vol. XXIX No. 4 — PUBLISHED EVERY SATURDAY SINCE 1888 — Jan. 27 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

The Big 1917 Demand Is at Your Door

Millions will read about CAMPBELL'S VARNISH STAIN and CAMPBELL'S VIRGIN WHITE, and thousands of new purchasers will be added to the tens of thousands who now ask for them by name and who will accept no substitute. This means that 1917 will outstrip all previous prosperity records for merchants handling these two household leaders.

A Bigger, Better Advertising Campaign

Our advertising appropriation has been doubled, and the most convincing ads we've ever run, including *full* pages in four colors, are now in the hands of such publications as the Saturday Evening Post, Ladies' Home Journal, Good Housekeeping, Delineator, Pictorial Review, Woman's Magazine and similar mediums, with a total circulation of more than seven millions.

The first "big gun" appears in the January Good Housekeeping—read it, and identify your store with the big campaign by using the business-getting store and window displays we furnish free.

The most attractive window during Clean-Up Week wins an automobile or a cash prize. Equal chance for small stores as well as big ones. The big Sales' Help Book, illustrated above, tells *how to win*. It also contains many suggestions that will help increase your entire business. *Write for your copy today.*

Carpenter-Morton Company

Established 1840

Makers of Campbell's Varnish Stain, Campbell's Virgin White, Colorite and Cow-Ease

77 Sudbury Street, Boston, Mass.

Canadian Distributors: A. Ramsay & Son Co., Montreal, Canada.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,
Coach and
Lag Screws,
Tire Bolts,
Machine Bolts,
Sleigh Shoe
Bolts,
Plow Bolts,
Track Bolts,
Square Nuts,
Hexagon Nuts
Boiler Rivets,
Tinners'
Rivets, Etc.

TRADE

MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Laco Nitro Lamps

are used exclusively in many factories throughout Canada.

Factory service, owing to the constant vibration, is a severe test of the lasting qualities of any *incandescent* lamp.

Laco Nitro Lamps are selected for this important work because they are sturdy and extraordinarily rugged, affording the greatest possible endurance, and securing the highest illuminating efficiency at the lowest operating cost.

Ask Your Dealer for Quotations.

Canadian Laco-Philips Company, Limited

Montreal Toronto Winnipeg Vancouver

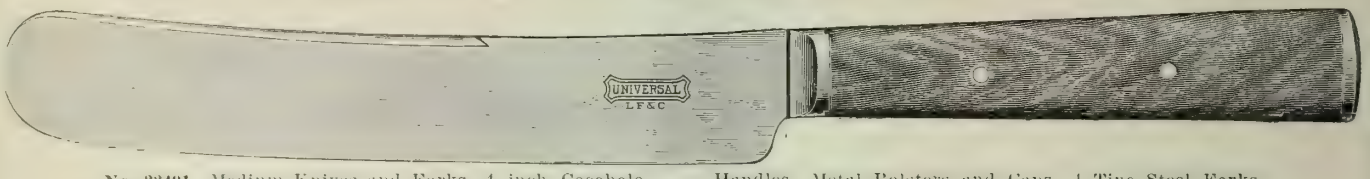
If interested, tear out this page and keep with letters to be answered.

UNIVERSAL
L. F. & C.

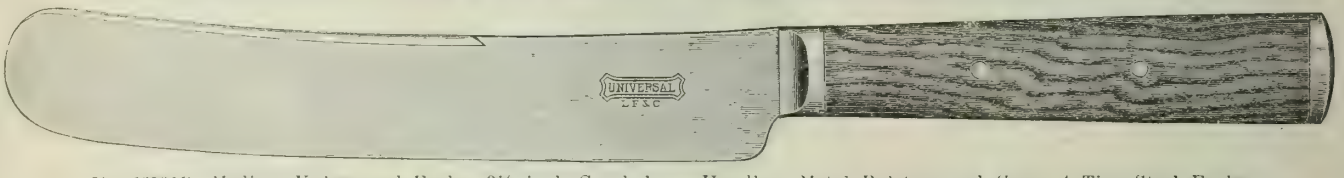
SCALE TANG KNIVES AND FORKS

Our Large Stock enables us to make prompt deliveries on this important line, a few of which we illustrate.

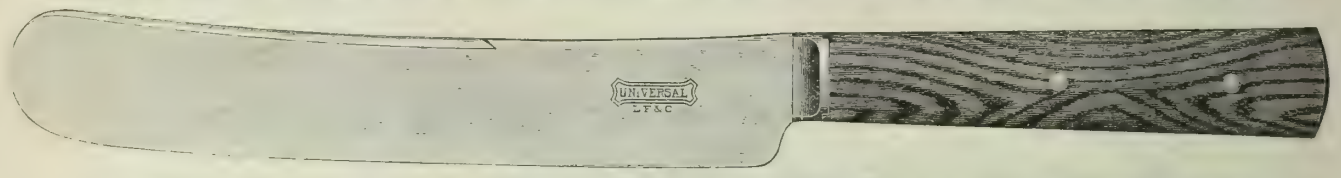
No. 20001 Medium Knives and Forks 3⅝ inch Cocobolo Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 30001 Medium Knives and Forks 3⅝ inch Ebony Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 40001 Medium Knives and Forks 3⅝ inch White Bone Handles Metal Bolsters and Caps 4 Tine Steel Forks



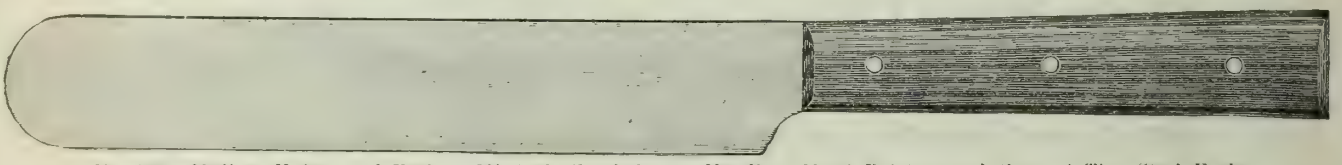
No. 22401 Medium Knives and Forks 4 inch Cocobolo Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 32401 Medium Knives and Forks 4 inch Ebony Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 42401 Medium Knives and Forks 4 inch White Bone Handles Metal Bolsters and Caps 4 Tine Steel Forks



No. 18781C Medium Knives and Forks 3½ inch Cocobolo Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 38781C Medium Knives and Forks 3½ inch Ebony Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 28781C Medium Knives and Forks 3½ inch White Bone Handles Metal Bolsters and Caps 4 Tine Steel Forks



No. 18781B Medium Knives and Forks 3½ inch Cocobolo Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 28781B Medium Knives and Forks 3½ inch Ebony Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 38781B Medium Knives and Forks 3½ inch White Bone Handles Metal Bolsters and Caps 4 Tine Steel Forks



No. 1878 Medium Knives and Forks 3½ inch Cocobolo Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 100 Medium Knives and Forks 3½ inch White Bone Handles Metal Bolsters and Caps 4 Tine Steel Forks

No. 1908 Medium Knives and Forks 3½ inch Cocobolo Handles 3 Tine Forks, Polished

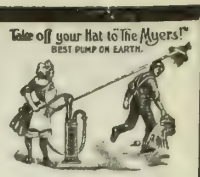
Write for Samples and Prices.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

A. MacFarlane & Co., Limited, Montreal
Canadian Representatives

If interested, tear out this page and keep with letters to be answered.

For all-round satisfaction to yourself and your trade you ought to be selling

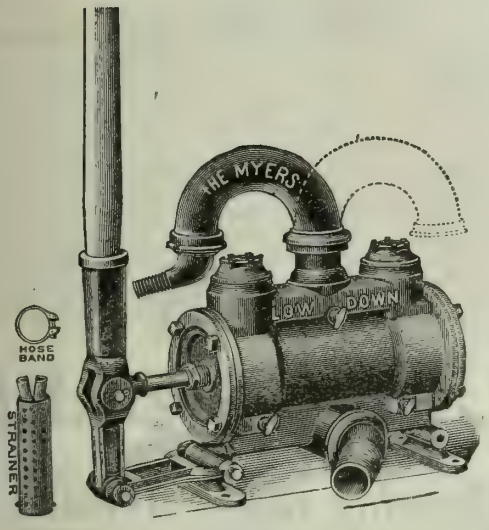


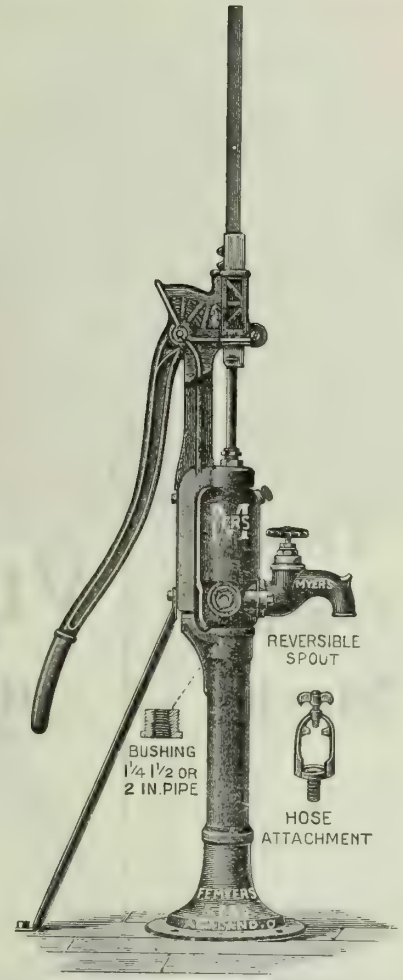
MYERS PUMPS

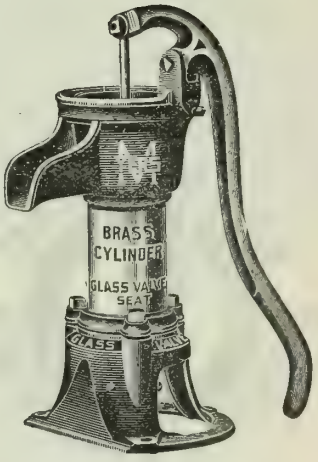
Tank Pumps, Spray Pumps, Cylinders, etc.

Well, House and Cistern Pumps

For Every Purpose







Send in Your Orders NOW

CATALOGUE SENT UPON APPLICATION

WE SHIP PROMPTLY. **WE FILL ORDERS COMPLETE.**

LEWIS BROS., LIMITED, MONTREAL

EXCLUSIVE AGENTS FOR PROVINCE OF QUEBEC

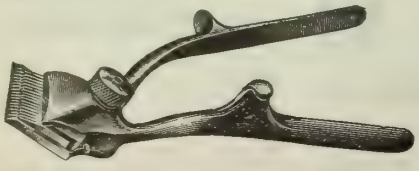
WE MAKE THE PRICES RIGHT

If interested, tear out this page and keep with letters to be answered.

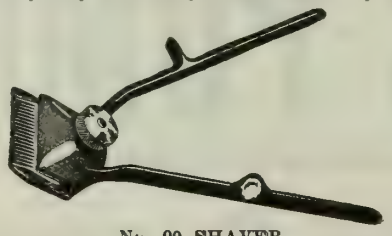
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.

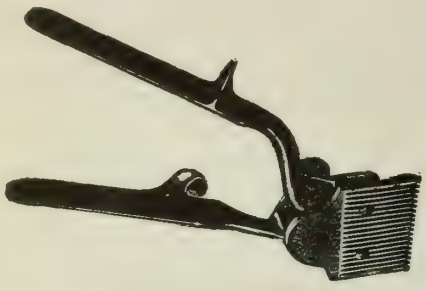


STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25

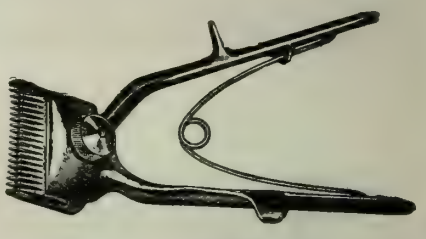
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

CLEVELAND TRADE MARK GRINDSTONES

This Trade Mark

identifies the GENUINE, insures highest quality and protects the dealer and customer who specifies

"CLEVELAND GRINDSTONES"

We are equipped to supply the largest demand for grindstones with the only GENUINE Berea and Huron Stones.

Keep Your Stock Moving By Carrying

"CLEVELAND GRINDSTONES"

Look for this Trade-Mark on every stone.

Write for Catalogue on complete line.

The Cleveland Stone Co.
Leader-News Bldg., CLEVELAND, O., U.S.A.

ADAMSON

VULCANIZERS

Warning to the Trade:

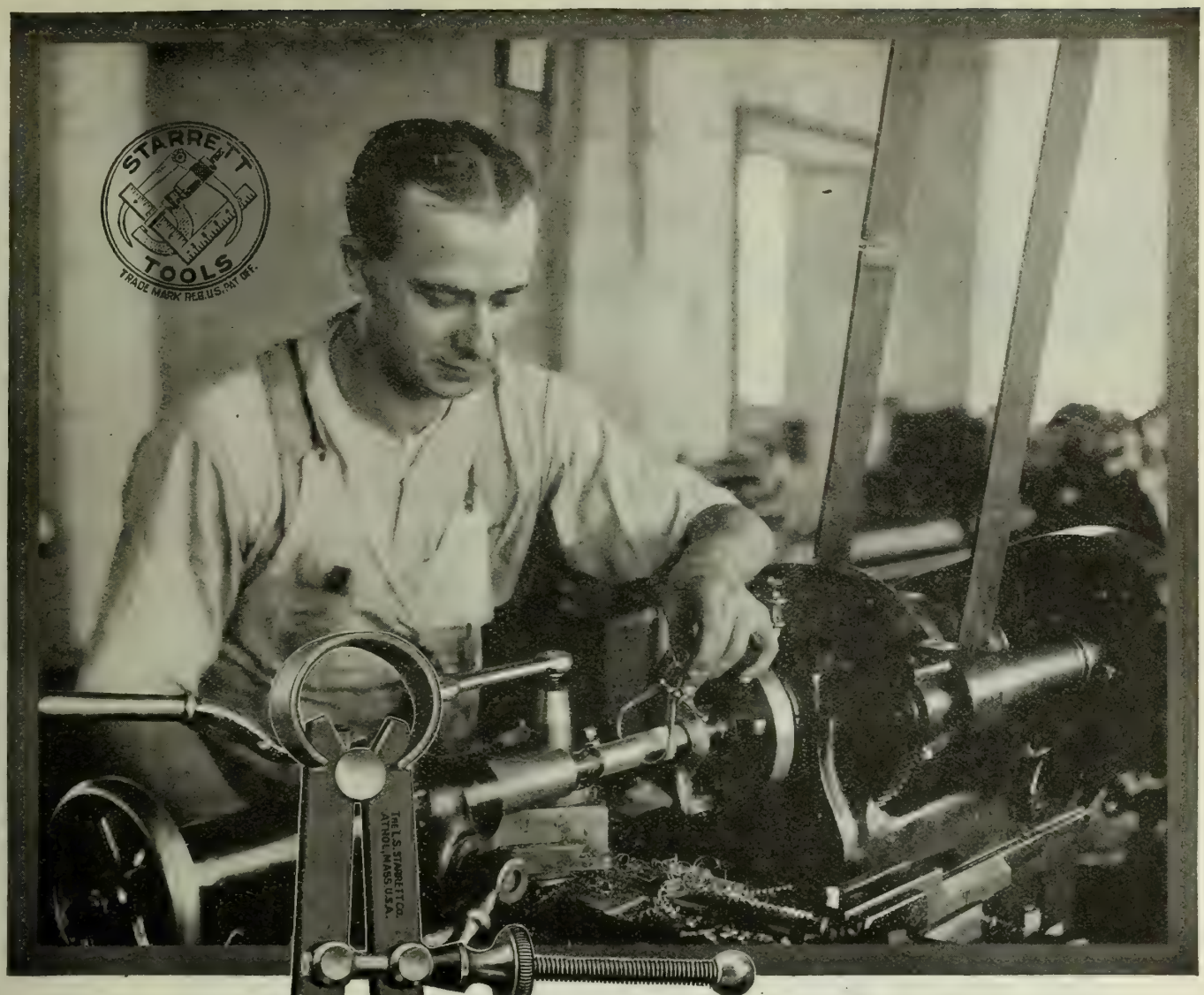
It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.



Just Calipers—

Because calipers and dividers are in such common use, a mechanic may forget their importance. But these tools *are* important and *do* have points which determine quality,—points not noticed when present, but missed if lacking.

It is on such fine matters as shape and balance, hardness of contacts, or method of adjustment that machinists judge Starrett calipers and dividers. You know that there is a complete line of inside, outside, and Hermaphrodite calipers to choose from, all made to give long and satisfactory service.

Our free catalog No. 21MA describes 2100 styles and sizes of fine tools and hack saws.

Yankee Outside Calipers

Sizes 2½—12″
Prices $.80—$1.65

The L. S. Starrett Co.

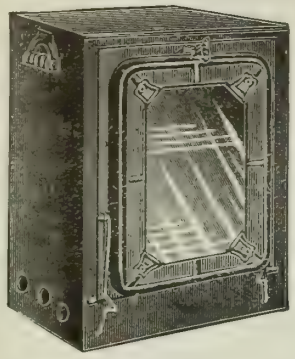
The World's Greatest Toolmakers

ATHOL, MASS.

42-584

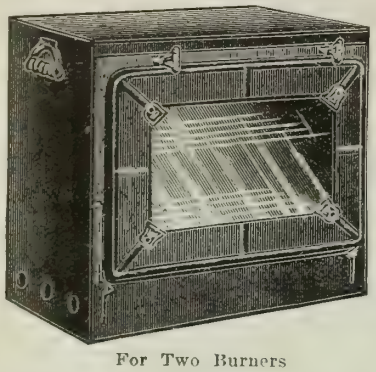
If interested, tear out this page and keep with letters to be answered.

No. 10½.



For One Burner
Length Height Width
Inches 13 x 18 x 13

No. 12½.



For Two Burners
Length Height Width
Inches 20 x 18 x 12

OIL STOVE OVENS

Black Iron Japanned

Glass Paneled Drop Doors

Glass-paneled Oven Doors are very popular on account of the user not having to open oven door when baking is in progress. The Cooking is always in plain sight. This saves the heat and fuel. When light baking is being done, such as cakes, it saves disturbing contents by jarring the oven.

The Thos. Davidson Mfg. Co.
Limited

TORONTO MONTREAL WINNIPEG

You can put a stop to faulty hot water systems by installing

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.
Entirely automatic.
Connects with one-inch nipple to outlet of expansion tank.
Makes a hot water system equivalent to a low pressure steam plant.
Increases radiation from 25 to 30% with same firing.
Reduces the size of pipes and fittings.
Temperature of water can be varied up to 250 degrees.

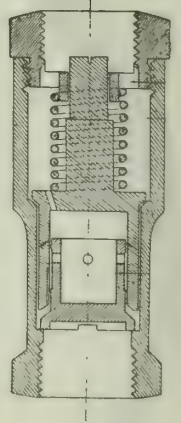
A top-notch profit producer.

Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

The Knickerbocker Generator



SECTION

If interested, tear out this page and keep with letters to be answered.

Plymouth Rope Builds Business

Here's what they think of Plymouth Rope down in Fort Myers, Florida. Dealer C. F. Ireland wrote the letter:

> *"For ten years we have not had a foot of rope in our store other than 'PLYMOUTH' and we have a long list of satisfied rope users as customers who will travel miles to purchase 'Plymouth.'"*

Not all people who use Plymouth have to travel as far for it as some of Mr. Ireland's customers, but if obliged to most of them probably would.

This insistence upon Plymouth by those who have once learned its superior quality is one of the factors which make the Plymouth dealer's rope business pleasant and profitable.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED.
TORONTO, CANADA CANADIAN SALES AGENTS

If interested, tear out this page and keep with letters to be answered.

No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—LittleWork, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Style "A"

Made only by

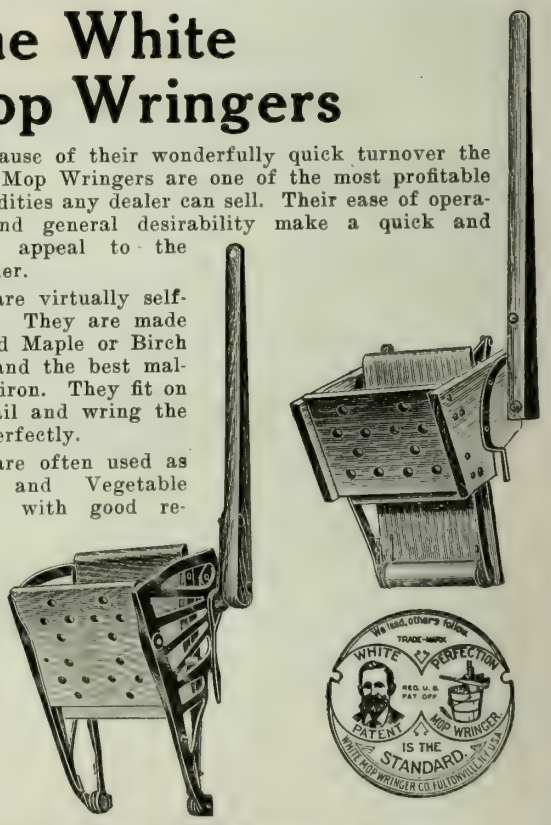
Cummer-Dowswell, Limited
Hamilton, Ontario

The White Mop Wringers

Because of their wonderfully quick turnover the White Mop Wringers are one of the most profitable commodities any dealer can sell. Their ease of operation and general desirability make a quick and strong appeal to the consumer.

They are virtually self-sellers. They are made of hard Maple or Birch wood and the best malleable iron. They fit on any pail and wring the Mop perfectly.

They are often used as Fruit and Vegetable presses with good results.



White Mop Wringer Company
Fultonville, N.Y.

If interested, tear out this page and keep with letters to be answered.

QUALITY

THE leader in every industry, to maintain his lead, must safeguard the quality of his products.—Rigid inspection and careful supervision are important factors.—To products of iron and steel this principle applies with tremendous force.—It means safety, security and stability.—We safeguard the quality of our products, believing quality will be recognized long after the price is forgotten.

SERVICE

OUR customers must be served. One of the dominating factors in any successful business is Service.—We succeed only through the good will and good wish of the people we serve.—This thought permeates our entire Organization, from the President down.—Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

The
STEEL COMPANY
of
CANADA
Limited

HAMILTON - - - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

STANDARDIZE YOUR FILE TRADE

Amongst the "Famous Five" there is a file to meet the exact needs of every customer.

Your customer will accept a "Famous Five" file every time, without question, because he knows that they are the standard for file quality.

Your "line of least resistance" in selling is to specify "Famous Five" files when buying.

They are :

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada

PUT YOUR STORE IN LINE FOR BIGGER PROFITS FROM

TRAPSHOOTING

LAST year thousands of men and women joined trapshooting's ranks. These and thousands more this year will increase the demand for

DU PONT Sporting Powders

Tie your store to our trade-making advertising by specifying DUPONT DENSE or DUPONT BULK for trap loads—the powders new shooters use, because they are the champion's choice.

E. I. du Pont de Nemours & Co.
Powder Makers Since 1802
WILMINGTON - DELAWARE - U.S.A.

"Wakyte Special"

A strong, substantial closet, similar in design and finish to our other makes. Our object in manufacturing this Special Closet is not to replace our standard sizes, but rather to enable you to successfully compete with the cheaper closets, and supply a superior article for less money, and still make a good profit.

Write for prices.

Wakyte Mfg. Co.
259-261 Stanley St., WINNIPEG

More Dollars

You can make "Dollars Grow" out of your *spare time.* Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

If interested, tear out this page and keep with letters to be answered.

There are a thousand uses for
FRANCO FLASH LIGHTS

—and Everybody needs one

The demand for flashlights is becoming greater every day—supply that demand with "FRANCO," the complete line of flashlights.

Get ready now for the Fall and holiday trade. By ordering your anticipated supply early you are sure of delivery in plenty of time to catch the early shoppers.

Have you a copy of our catalogue? If not, you should send for one to-day.

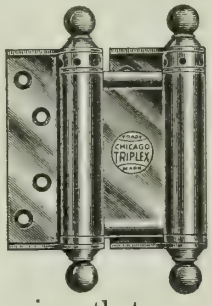
Interstate Electric Novelty Co. of Canada
LIMITED
TORONTO 220 King St. West ONTARIO

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

TINNERS, ATTENTION!

LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

THE BROWN, BOGGS CO., LIMITED
HAMILTON, CANADA

Montreal Agent: W. L. HALDIMAND, Jr.
Western Agents: BISSETT & WEBB, Winnipeg.
British Columbia Agents: E. A. EARL & CO., Vancouver

If interested, tear out this page and keep with letters to be answered.

Sani-Flush

CLEANS THE TRAP

The ordinary methods of scrubbing water-closet bowls, or using dangerous acid, fail to reach the trap. ***Sani-Flush*** loosens the incrustation in the trap and allows it to flush out clean as new.

Sani-Flush keeps water-closet bowls in perfect condition — clean, odorless, sanitary. It does not injure the bowl or plumbing.

HAROLD F. RITCHIE & COMPANY, LIMITED
10-12-14 McCaul Street - TORONTO, ONT.

1835 — JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK U.S.A. — 1917

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

OFFICIAL AWARD RIBBON

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MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

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Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

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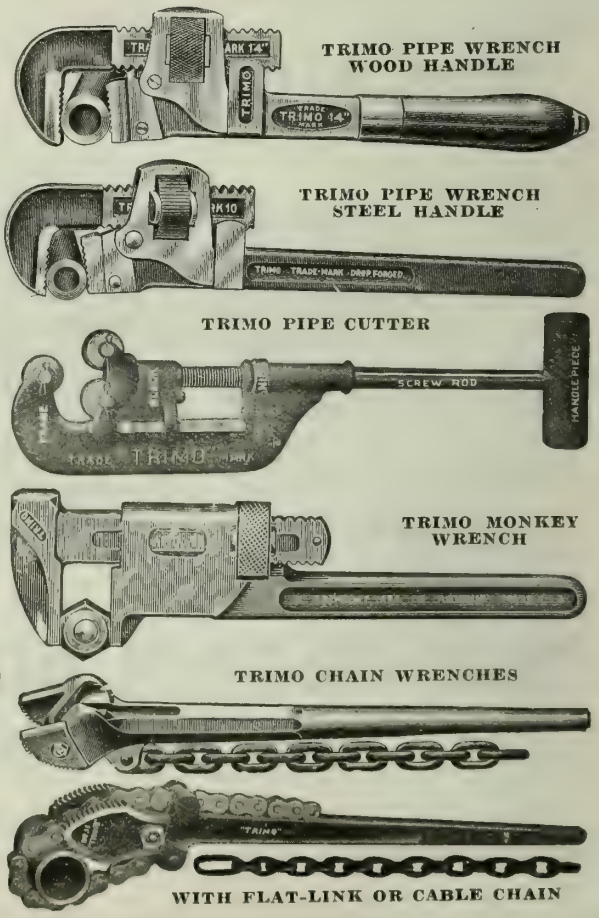

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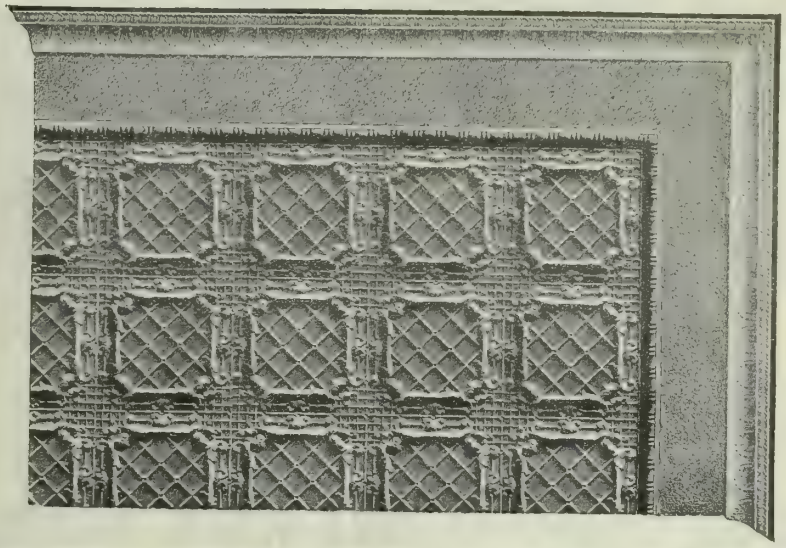
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

You make money with these—

"M-R Co." Ceilings and Walls are easily laid over old surfaces — they fit properly, edges always true, joints always snug. Big enough variety to suit any use or customer.

Illustrated printed matter gladly sent on request.



The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge

H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

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Toncan Metal News

Vol. 1—No. 7 PUBLISHED IN THE INTEREST OF BETTER SHEET METAL January, 1917

VENTILATING DUCTS ARE TONCAN METAL

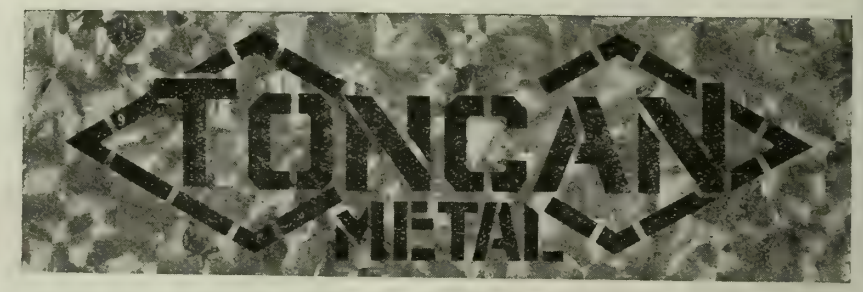
Architects Select Durable Material

At number Fifty East 42d Street, New York City, directly opposite the Grand Central Station, stands the newly erected Hecksher Bldg., a 25-story structure.

In an obscure and comparatively inaccessible part of the building are the ventilating ducts—an important factor in any building of this kind. To have them out of commission even for a few hours would mean considerable inconvenience and consequently the architects specified that they be made of Toncan Metal Sheets. This durable material assures against frequent replacements and repairs. It is rust and corrosion-resisting.

It is interesting to note the consideration which is being given to the sheet metal in building construction to-day, regardless of where it is used and the amount required. In former years it was not uncommon for an architect to specify merely "galvanized sheets" or use some equally as ambiguous phrase. To-day the discriminating architect specifies sheet metal by name, as in this instance—Toncan Metal. This practice prevents the use of short-lived sheet metal.

Hecksher Bldg., New York City.



Resists Corrosion

The Pedlar People, Limited, Oshawa, Ont., Canadian Distributors.
The Stark Rolling Mill Company, Canton, Ohio, Sole Makers.

ONE WEEK VERSUS FOUR WEEKS

Why More Time is Required for Making Toncan Metal Sheets

It requires at least four weeks to make a Toncan Metal Sheet, while an ordinary metal sheet can be made within one week. Is it any wonder, then, that Toncan Metal is so durable?

In making Toncan Metal Sheets every detail is carefully watched; nothing is slighted. To begin with, the iron ore for Toncan Metal is carefully selected—not from any one mine, but the most desirable ores from mines all over the country are used.

Special furnaces and appliances are used and special crews of men make it—men who have had years' experience in sheet metal making only are intrusted with the various processes.

To reduce the impurities it is necessary to permit the molten metal to remain in the furnaces at least one-third longer than steel sheets and at a very high temperature. This is costly because the terrific and prolonged heat destroys the furnace linings and makes frequent replacements necessary.

Analyses are constantly made at different stages of production to insure uniformity and the desired degree of purity.

And finally, rigid inspection of the finished sheets prevents the possibility of shipping any Toncan Metal which is not up to the standard of quality.

The result is what might truly be termed a perfect metal sheet—a material that has been known to outlast other sheet metals made from iron ore about 400%.

HERE'S WHAT TWO USERS SAY

Toncan Metal Withstands Unusually Severe Conditions

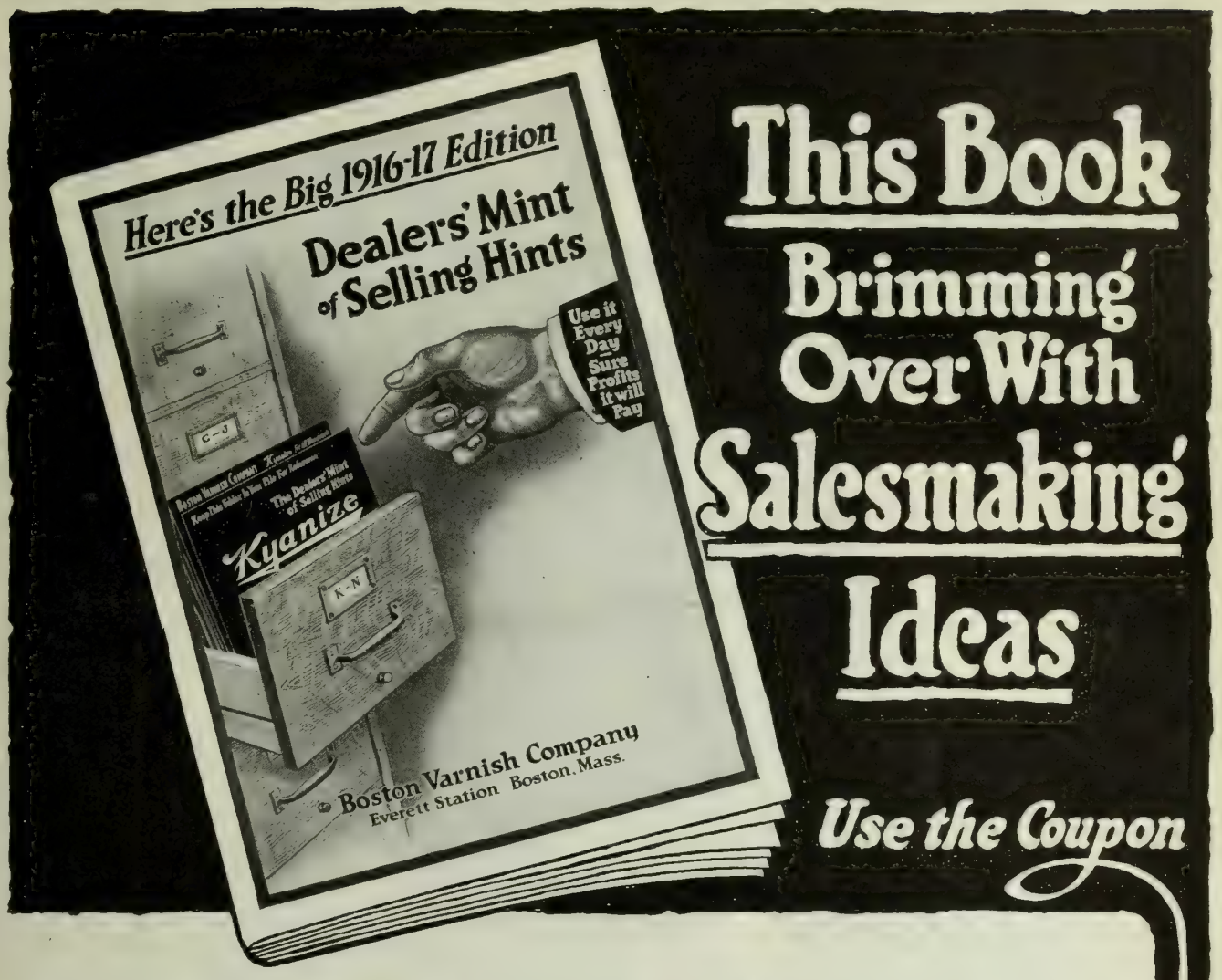
The following letter from Mr. E. T. Trego, Treas., Hoopeston Canning Co., Hoopeston, Ill., is dated March 15, 1916:

> "Replying to yours of the 9th, the buildings which we constructed in 1911 and on which we used your Toncan Metal Roofing and Siding, so far as we can tell, are in just as good shape to-day as when built. We have never found any Galvanized Iron that would compare with it."

Mr. A. LaCourse, Supt. of the Pierce Glass Co., Hamburg, N.Y., writes under date of March 28, 1916:

> "In reply to yours of the 25th, we are not in the market for corrugated iron at this time. We used your Toncan Metal some five years ago and to date it has withstood the conditions admirably. Most of it has not even been painted since putting on. We feel well satisfied with your material and should we at any time be in the market we will gladly communicate further with you."

These letters are reproduced here for only one purpose and that is to help the sheet metal man determine within a few minutes what might otherwise require months or perhaps years to learn. These letters are only two of many hundred received. Evidence of this kind is conclusive. It cannot be disputed.



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has always figured largely in the success of Kyanize Agents.

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A copy should be in the hands of every Kyanize Agent. It will never fail you.

Whether it's a new sales stunt you're looking for—whether it's a fresh suggestion for window, counter or store display—whether it's a used and proved plan for undermining local competition of any sort—*"The Dealer's Mint of Selling Hints"* contains the answer.

If you have not received your copy—send for it. You will want to read it—and study it. You will want your salespeople to read it. It should always be handy to your immediate use.

IMPORTANT: We invite progressive Dealers everywhere to write for a free copy of "The Dealer's Mint of Selling Hints" and full particulars regarding the Kyanize Exclusive Agency Line—provided there is no Kyanize Agent in your territory. The coupon makes it easy for you to do this. We recommend its immediate use.

BOSTON VARNISH COMPANY

Fine Varnishes and Enamel

Everett Station, Boston, U.S.A.

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Sturgeons Limited - - 91 Church Street, Toronto
The E. Cavanaugh Co., Ltd., 935-945 Notre Dame St. W., Montrea

Boston Varnish Company

Everett Station, Boston, U.S.A.

Gentlemen: If you have no Kyanize Agent in this place, please send me the new edition of *"Dealer's Mint of Selling Hints."* I am interested in securing local agency for Kyanize varnishes and enamels.

Dealer .....

Street .....

Town .....State.....

Big Ben

A *Westclox* Alarm

In Canada $3.50

A sky high material market, increased duty and war tax, have made it necessary to raise Big Ben's Canadian price to $3.50.

Big Ben set himself a big task. When material prices began to climb, he decided to absorb the increase as long as possible. Everything he used advanced, but the economy of larger output, and shop savings here and there enabled him to hold his price and maintain his quality.

He couldn't overcome added duty and war tax. His loyal friends in Canada could not absorb a greater increase in cost, so he raised his price fifty cents.

In every Big Ben advertisement appearing in Canada and the States, the $3.50 price is quoted.

Since November tenth all Big Ben shipped from the factory have been fitted with $3.50 tags.

Dealers who have Big Ben in stock may secure $3.50 tags from our Toronto Office, 58-64 Wellington St. W.

Big Ben has done his share. He's notified the public, he's changed his price ticket, he's made it easy for you to standardize the new price.

Big Ben is oversold. Deliveries are slow. The new price is easy to get.

La Salle, Ill., U.S.A. **Western Clock Co.** Makers of *Westclox*

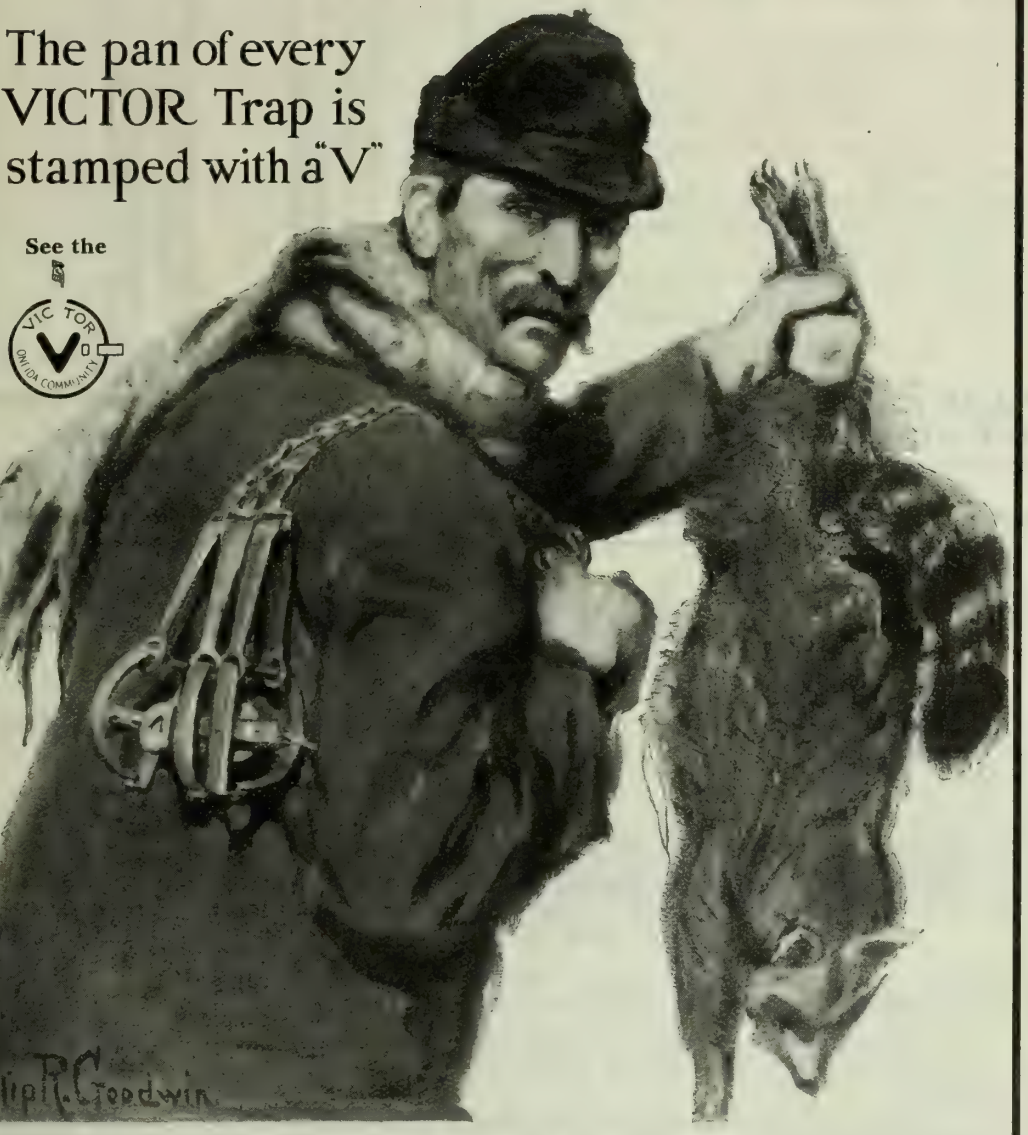
Toronto Office, 58-64 Wellington St. W.

If interested, tear out this page and keep with letters to be answered.

"VICTOR" and Vanquished

The pan of every VICTOR Trap is stamped with a "V"

See the



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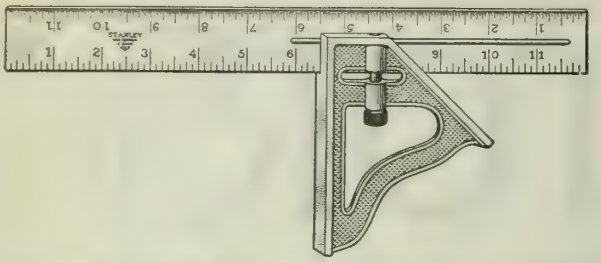
Be sure and have good stocks for spring muskrat trapping. Furs are high.

Stanley Tools



Stanley Adjustable Try and Mitre Square No. 21

The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

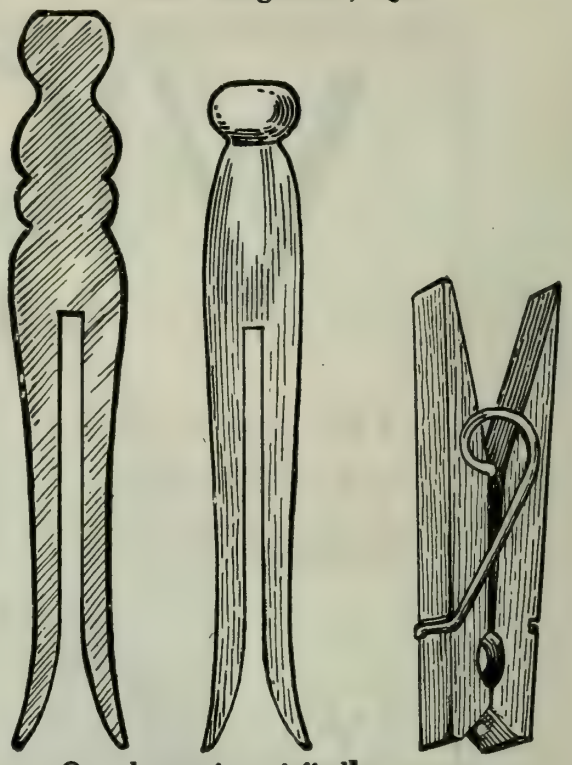
The Edges of the Blade are machined, graduated in 8ths, 16ths and 32nds of inches, and the tool is square inside and out.

Both Handle and Blade are nickel-plated. Made in three sizes—6—9—12-inch blades.

Send for special circular.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The Megantic Broom Mfg., Co., Ltd.
Lake Megantic, Que.



Our slogan is satisfied customers.
Give us a trial.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF **$500** OR ANY MULTIPLE THEREOF.

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA,
OCTOBER 7th, 1916.

THE MINISTER OF FINANCE

REQUESTS

THE PEOPLE OF CANADA TO

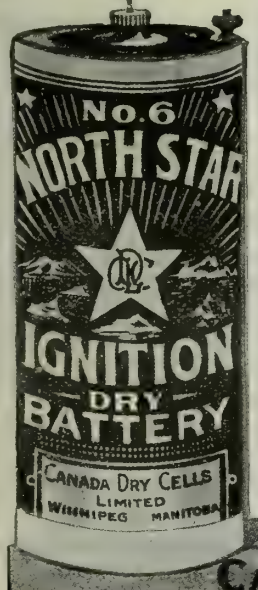
BEGIN NOW

TO SAVE MONEY FOR THE

NEXT WAR LOAN

JAN. 9, 1917

DEPARTMENT OF FINANCE
OTTAWA



Customers get out what we put in

This North Star No. 6 Ignition Battery of ours is made right from start to finish. At no point is there any dodging of our duty to the customer. We put into this battery **all we know**, and we make it the best we know how.

The result is that this Battery is super-excellent—always dependable, always full-powered, always value.

And such a battery is the only battery safe to sell.

For safety's sake, and in order to give your customers the best battery possible, have for them our

NORTH STAR No. 6.

The Western Battery for the Western Need.

CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA

CROWBARS

No. 102-A—CHISEL POINT

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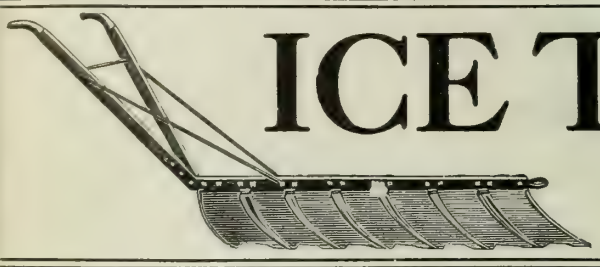
TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



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Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

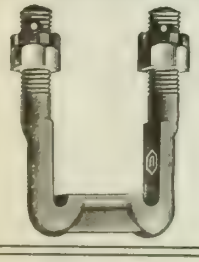
LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.



C. KLOEPFER, LIMITED

EDWARD HALLORAN, *General Manager*

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Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

FORGETTING

One of the things we all do well is to **forget.**
Names that were household worlds yesterday are gone to-day.
Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.
Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

If interested, tear out this page and keep with letters to be answered.

Another Line of Profit That Sells Itself

A CUSTOMER comes into your store to buy garden implements—a hoe, a spade, a cultivator, and other garden hardware. Right then is your opportunity to sell him his seeds. He must get them somewhere. Why not from you? He is ready to buy, but are you ready to sell?

Be ready—ready with the right seeds—Ferry's Seeds. Ferry's Seeds are descendants of long lines of ancestors that have proved their high quality through generations of productive yields.

FERRY'S SEEDS

are tested, not guessed at. Every variety has a pedigree, a reputation to live up to, a duty to perform.

You should stock Ferry's Seeds because there is an established demand for these high-quality seeds, because handling first-quality seeds helps your reputation as a first-quality store, and because there is a good, worth-while profit for you. Don't take chances of losing regular trade by handling "doubtful," unknown brands. Send for full details of our dealer proposition.

D. M. FERRY & CO., Windsor, Ontario

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

A few profit-making hints for the *Hardware Dealer* who is looking for bigger and better business this year. These are from the Dominion Rubber System line, which is a guarantee that qualities are thoroughly dependable.

Garden Hose (Canadian Corrugated, Star, Para, Western, Armour Clad, Nos. 400, 500, 600).
Gaskets and Gasket Tubings.
Pump Valves
Elbow Connections.
Basin and Bath Plugs.
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Rubber Stoppers.
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Steam Hose.
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Band Saw Bands.
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Slotted Screw Tips.
Corrugated Mattings.
Stair Treads.
Canadian Force Cups.
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Gauge Glass Washers.
Fruit Jar Rings.
Draught Tubing.
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Lacrosse Balls.
Moulded Door Mats.
Cuspidor Mats.
Coin Mats.
Bottle Mats.
Drain Board Mats.

Our facilities for prompt service are unequalled and our values are easily the best within reach. For further information write our nearest branch or direct to Head Office.

Canadian Consolidated Rubber Co., Limited

HEAD OFFICE, MONTREAL

28 Service Branches Throughout Canada

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JANUARY 27, 1917 No. 4

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A garage in Kansas City, U.S.A., equipped with ball-bearing Stanley Garage Hinges No. 1458 (36-inch length), Latches No. 1264, and Door Holders No. 1774.

Your profit on the hardware for a $1,000 garage will be about the same as your profit on the hardware for a $10,000 residence.

STANLEY Garage Hinges for heavy doors were used for this garage. The long leaf gives the hinges powerful leverage strength and prevents them from sagging.

Tell your customers who build garages that you can give them a complete set of Stanley Garage Hardware for any type of garage they build. Or, if you do not yet carry this line, write the Stanley Service Department for information and Garage Hardware Catalog R-15.

THE STANLEY WORKS, New Britain, Conn., U.S.A.

Canadian Representatives: A. Macfarlane & Co., Coristine Building, Montreal

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Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thorough and uniformly galvanized. This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, JANUARY 27, 1917 No. 4

Methods of Charging Interest

How Merchants Have Succeeded in Putting the Idea Into Practice — A Further Discussion of the Legal Side of the Problem — One Hardwareman Has Never Been Able to Collect More Than 5 Per Cent.

THE question of the legality of charging interest on accounts, dealt with in the last issue by Walter E. Lear, is proving one of the most interesting that has been introduced in some time. Mr. Lear's article cleared away any doubt that may have existed as to the legal right of the merchant to charge interest on book accounts. He can do so within the certain limits outlined.

Opinions and communications on the subject have sifted in from various sources. One deduction is to be drawn—that practically all business men are convinced of the justice of demanding interest. A still more interesting fact is that more hardwaremen are putting the idea into actual practice than might have been supposed. A visitor in the office of HARDWARE AND METAL one day this week, a successful hardwareman located in a small Ontario town, was discussing the problem. He vouchsafed the information that he had been rigidly charging interest for years.

"As soon as an account exceeds the month," he explained, "I start to add interest to it. I reckon it at 5 per cent."

"Do your customers object?" he was asked.

"Quite a number did at first. Some do still. I lost business that way, and perhaps lose some still, but whatever losses I sustained were more than made up by the advantages of the system."

"Did it induce customers to settle up more promptly?"

"It most decidedly did. The bulk of unpaid accounts has been reduced."

It is worth noting that this merchant depends to a very great extent on farm trade. One of the objections most frequently voiced against charging interest on accounts is that the farmer, who often has to be carried for months, would at once desert the hardwareman who attempted to add on interest.

The Long Account Customer

A Western hardwareman writes that he does 80 per cent. of his trade with farmers, and that a great many of his customers pay either half-yearly or yearly. "My trade would dwindle to nothing," he adds, "if I attempted to charge them interest over that length of time."

Unquestionably he is right. In such cases the farmer buys goods on the understanding that he is to pay at a regular stipulated time which might be three or six or eight months. The dealer is justified; nay, he is compelled, to fix his prices to make this possible. It would be a different case, however, if Lemuel Lethbridge, who was due to square up for his half-yearly purchases on Oct. 1, neglected to pay until Feb. 1. In all reason it would be within the right of the dealer to charge him interest on the amount for the period between October 1 and February 1.

The Legal Rate

A question bearing on the legal rate of interest was sent in by a subscriber and referred to Mr. Lear. The question and his answer are appended.

Question.—"I read your article in HARDWARE AND METAL, on 'Interest on Merchants' Accounts.' I have never been able to collect more than 5 per cent. on my book accounts no matter what agreement I made with my customer. I once took a note from a customer at 7 per cent., but when I sued to recover on the note, the Judge only allowed me 5 per cent."

Answer.—This is not a question but a fact stated. I have no doubt that what you say is correct, but that does not change my opinion expressed in the article referred to. The law, as there stated, is perfectly good law, notwithstanding the truth of the fact stated. There may have been many reasons why you have never been able to collect more than 5 per cent. One reason may have been that your note was overdue when you sued upon it and the judge only allowed you 5 per cent. on the note from the time it became due until the time when he gave you judgment. This is all that he could allow you on an overdue note unless the note were drawn with interest payable at 7 per cent. "as well after as before maturity." This was most likely your case.

I might mention in passing that there are other cases where a judge might not allow more than 5 per cent. on merchants' accounts. Our courts are courts of justice as well as courts of law, and if a judge considers that an undue advantage has been taken by a merchant over his customer, the Judge has the right to open up the account rendered by the merchant and take it over again. In such a case the judge will act as a sort of an auditor for the customer and will allow only so much of the account as he considers to be just.

I cannot tell you why you have not been able to collect more than 5 per cent., but that does not effect the soundness of the law as laid down in the article referred to. There must be something wrong in your procedure. You had better consult a solicitor. Tell him all the facts of how you go about it and he will show you where you have been wrong.

The Steel Industry After the War

A General Review of Conditions—Brisk Competition Between Britain and the U. S. Anticipated—Where Canada Will Stand—The Prospects in Regard to Prices.

STEEL is the primary industry and any discussion of conditions after the war hinges on the outlook in iron and steel. The eyes of the business world are closely focused on the steel market, which holds the answer, therefore, to the ever-present question: What will happen when peace is declared?

It goes without saying that the steel industry will continue its present almost feverish activity as long as the war continues. Despite the fact that statistics of British imports and exports show a large diminution in exports the fact remains that the total production of iron and steel in Great Britain has advanced materially. Nearly all the steel made in the Mother Country is for war purposes, the bulk of the exports being to the Allies. The steel producing capacity of Britain will be taxed to the utmost to meet war needs. In the United States there is now a greater shortage of basic materials than at any time since the war started; that is in the materials needed by the finishing plants such as steel bullets, rods, tubing, sheet bars etc. Market prices in the U.S. are firmer and the products of the mills are being contracted for as far into the future, as eighteen months. Authorities state that the only reason why most American mills have not sold their product up well into the year 1918 is their reluctance to contracting so far ahead in view of uncertainty of supplies.

It is unnecessary to add anything with reference to the steel industry in Canada. Conditions in Britain and the United States are closely reflected here. It seems certain, in fact, that an era of still greater activity for Canada has been ushered in with the placing of vastly increased munition orders with Canadian firms. Certainly as long as the need for war materials holds the steel industry of Canada will continue production at the height of its capacity.

Prospects for the Future

This activity will probably continue on its own impetus for some months after peace is declared. Contracts will have to be finished up. Ships sunk or damaged during the course of hostilities will have to be replaced or refitted so that the demand from the naval side will be sufficient to lend a healthy feeling. Then the problem of

converting plants back for peace purposes again will have to be faced immediately and this in itself will mean a great activity for some time at least. But the real problem begins at the point where the industry has readjusted itself and is prepared to take up the task of meeting the peace demands of the world.

What then?

Strong Competition Expected

Dealing with the question of after-war competition for the trade in iron, steel and engineering, the Sheffield correspondent of *The Economist* expresses the opinion that Britain will regain her recently lost supremacy in the exportation of steel and steel products. Three entries are named in the race for this trade—America, Britain and Germany. Britain, it is pointed out, is dependent on exportation to even a greater extent than America or Germany, which are great agricultural countries. The outlook for competition with the latter nation is first dealt with. The increasing part that Germany was playing in the export steel trade prior to the war is admitted. The exportation of 800,000 tons of iron and steel in 1900 having risen to 6,000,000 tons in the last twelve months prior to August, 1914, while in the same period British exports had only increased from 3,300,000 tons to 5,000,000 tons.

The opinion is expressed by this correspondent that one result of the war will be to change the character of German competition. In this connection it is pointed out that the very mainspring of German competition before the war was the subsidizing of exports. After the war it is felt that German finances will be too depleted to permit of anything like the old subsidizing and bounty-feeding of exports while colossal losses in men should make a big difference in productive power.

The great competition is, therefore, expected to be between Britain and America. In this connection the writer says:—

> It is, therefore, quite possible that the world will only have two really great manufacturing countries to draw upon for steel goods for some years after the war. Germany will be at least partially crippled and penalized and boycotted. But there remains the question of American competition. Now, the natural resources of the United States are, of course, enormous. The country's coal and iron reserves are almost infinitely greater than ours. The American iron and steel works capacity is nearly four times as great as that of Britain. The American workmen give a larger output per man, or machine, than ours do. But in the last 15 years before the war we exported nearly a sovereign's worth of iron and steel for every dollar's worth exported by the Americans. Huge works in the States were often kept idle whilst we and the Germans, between us, took the bulk of the world's export trade. In their own protected home market, with its one hundred million of people, the United States iron and steel makers could sell between 20,000,000 and 30,000,000 tons of products a year; but their export business only amounted to between 1,000,000 and 2,000,000 tons a year, against Britain's exports, during late years, of between 4,000,000 and 5,000,000 tons, and Germany's 4,000,000 to 6,000,000 tons a year. The fact was that both Britain and Germany could sell cheaper than the Americans in neutral markets. But can we, after the war, produce and ship steel goods cheaper than the Americans?
>
> The danger to us is that our costs may be so enhanced by the war that they will be higher even than those of America. American costs are high because in the United States a distance of about a thousand miles separates the coal from the iron ore, because another 400 or 500 miles separate the steel works from the shipping ports, and because wages and salaries are high. In our country we hold a unique advantage in having our raw material supplies, our manufacturing plants, and our shipping ports all practically side by side. In any case we need not fear that the Americans will ever attempt to undersell us by means of export bounties and subsidies, as the Germans did. The probability is that the bulk of an enormous export trade in iron, steel, and engineering products will stand to be shared between Britain and the United States, at highly profitable prices. Our works will be taxed to their uttermost capacity, with the overflow of orders going to America. Though we shall be burdened with war taxation, it is highly likely that this new handicap will be offset by improved industrial efficiency, and that we shall still be able to produce and ship more cheaply than our American rivals.

The Situation in Canada

The future of the steel industry in Canada is fraught with considerable uncertainty as the war has brought about

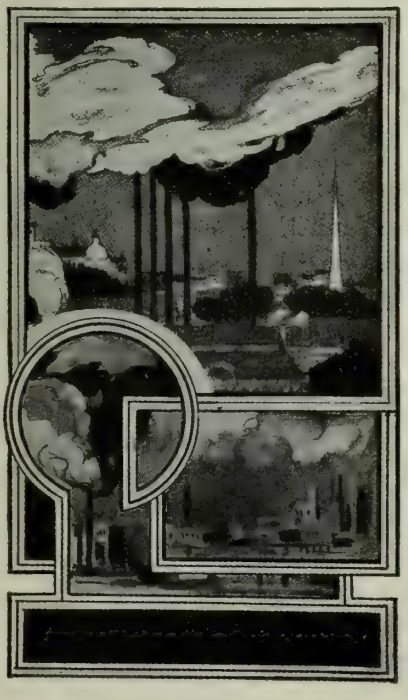
a considerable increase in our facilities for production. It seems certain that our present facilities are greater than will be needed to satisfy home consumption and that, therefore, when the business of making shells ends, it will be necessary for the Canadian mills to find a market elsewhere for the surplus. It will depend, therefore, on the ability and initiative of the manufacturer. If he rises to his opportunity and wins a place in the world's markets, the future of the steel industry in Canada will far transcend past records. Maintenance of the growth forced by war would mean a steady continuance of the very evident prosperity of the present.

As To Prices

A very important problem also is that of the probable trend of prices after the war. There will undoubtedly be a readjustment and buyers to-day are watching this end very closely. Only a very wise man or a very foolish one would hazard a positive opinion as to what will happen in regard to prices; but some men recognized as authorities have expressed opinions that are well worthy of careful consideration. For instances Thomas Oliver, president of Oliver Bros. Inc. writes in Iron Age as follows:

"We must made due allowances for a readjustment of values at the end of the war, yet we scarcely anticipate any radical decline in the prices of iron and steel products, and while we look forward to a substantial decline in the market prices of metals such as copper spelter, lead and antimony, we do not anticipate any such prices as those ruling in 1914, at least not for years to come, for if copper, for instance, should decline to 18 or 20 cents per lb., the decline will be radical as compared with the prevailing market prices, yet the advance very substantial as compared with the 1914 prices.

"In conclusion, we have the impression that the wholesalers of iron, steel, hardware and kindred supplies have several years of uninterrupted prosperity ahead of them, and that they will experience an agreeable surprise when they balance off their year's business following the end of the war, if they are reasonable enough to make comparisons between the profits obtained in normal times, before the war and after the war, rather than the abnormally great profits realized during the war, and provided they have priced their inventories during war times at their lowest purchase prices, rather than marking them up to the prevailing market prices, and we are quite sure that there are few, if any, jobbers among our clients who are doing this.



Exhibits at the Convention

In the Jan. 13 issue of HARDWARE AND METAL, it was stated that arrangements were being made to hold exhibits in connection with the convention of the Retail Hardware and Stove Dealers' Association to be held in Hamilton, February 20-21-22. An official notice in connection with the matter has been sent out by Secretary Macpherson of the O. R. H. & S. D. A. as follows:—

"Dear Sirs:

A number of manufacturers have expressed the desire to make an exhibit of their goods in connection with the annual Convention of the O. R. H. & S. D. A. to be held at the Royal Connaught Hotel, Hamilton, February 20th to 22nd.

In consideration of these requests, the Advisory Committee passed a resolution on behalf of the Association, promising official recognition of exhibitors who make due application for the privilege, enclosing a nominal fee of $10.00, the names of such exhibitors to be posted in the Convention Hall and recommended to the consideration of the members of the Association. A printed list of exhibitors and the location of exhibits will be given each member. Arrangements for display room to be made with the hotel management.

The opinion was expressed by a manufacturer that a semi-private exhibit would be more conductive to business getting than an expensive public exhibit.

There will be ample accommodation of the very best kind at the Hotel Connaught.

Should you wish to make an exhibit, kindly advise me.

Yours truly,

W. F. Macpherson,

Secretary.

P.S. The fee mentioned will include Association membership for those in charge of the exhibits."

NICHOLLS APPOINTED SENATOR.

Frederic Nicholls, one of the newly appointed Senators, is said to be the largest iron master in Canada and probably one of the largest in the world.

SENATOR NICHOLLS.

identified as he is with the Canada General Electric Co., the Canada Foundry Co., the Dominion Shell Corporation, and many other kindred enterprises.

He was one of the pioneers of electric development, and organized the first company in Canada, the Toronto Incandescent Electric Light Company. In all his undertakings he has shown himself a man of skill, courage and enterprise. He has many other interests. For seven years he was secretary of the Canadian Manufacturers' Association and founded the "Canadian Manufacturer," of which he was editor and proprietor until 1893.

He is consul for Portugal, life-member of the Board of Trade and Honorary member of the Canadian Press Association. In 1902 he presented a new Convocation hall, skating and hockey rink to Ridley College, St. Catharines, and in 1904, $25,000 to the funds of Trinity College, Toronto. Since the war began his energies have found a new opening in patriotic work. He is a member of the executive committee of the General Council of the Canadian Patriotic Fund; chairman of the executive committee of the Toronto branch of the Canadian Red Cross Society, and president of the Toronto Municipal Loan Association, a society formed to relieve distress.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JANUARY 27, 1917 No. 4

A FEW weeks more of winter—and then the spring campaign!

* * *

THEY can put the "To Let" sign up in the Tribunal at the Hague again.

* * *

IT IS easier to beat a plowshare into a sword than to beat the sword back into a plowshare.

* * *

IT IS FITTING that the food problem in Germany should have been taken up by the Prussian Diet.

* * *

PRESIDENT WILSON says it must be a peace without victory. President Wilson thus puts himself on record as the world's worst guesser.

* * *

THE hardware buyer used to need nothing more than a level head and a lead pencil. Now he needs, in addition, a telescope.

* * *

BUYERS, watching the trend of prices should remember the slogan of the Cousin Egbert Club—"They can be shoved just so far."

* * *

THE grocer, who is bearing the brunt of the popular storm against the high cost of living, has the sympathy of merchants in all other lines.

* * *

THE UNITED States is coining new half dollars with brand new designs. Everyone agrees, however, that they are only about half as pretty as the dollar coins.

* * *

A CERTAIN general merchant writes in to say that "the recruiting sergeants step in as soon as he has got a new clerk broken in." We are afraid he must get along without editorial sympathy.

* * *

THE charge of extravagance against Canada can be understood in view of the fact that some people, men and women alike, who never earned more than $2 a day before can now make $8 and $10 a day.

* * *

THE United States Department of Agriculture has just announced the value of all crops grown in the country this year. They aggregate $8,934,587,000. That is an increase of $2,165,989,000 over the crop of last year and about the same increase over the average for the past five years. It would not seem from this that the United States citizens are at the point of starvation. Why then the stress laid on the "Feed America First" campaign?

OUR WESTERN SERVICE

IF any Western reader of HARDWARE AND METAL has doubted the value of the market service given, from his individual standpoint, the events of the last few weeks which are brought to a head in this week's Winnipeg report, will prove an effectual answer. For some weeks, HARDWARE AND METAL'S Winnipeg editor has been predicting that price changes would occur in many lines as soon as stock-taking was completed. A long list of changes appears in this week's report. Look it over and you will find that practically all the changes have been specifically predicted at some time during the past few weeks. This is the kind of service that the hardwareman needs.

There is still another point that the Western reader should consider. The changes given out in Winnipeg this week have, for the most part, been in force at Eastern points for some time and have been duly recorded in the Montreal, Toronto and London market reports. The trend in hardware prices is from East to West; and the dealer who follows the reports from Eastern centres will gain a shrewd idea of what is likely to happen in his own locality. HARDWARE AND METAL'S market service is, therefore, double-pronged, so far as the Western fields are concerned.

CHARGING INTEREST ON ACCOUNTS

NO topics come closer home to the merchant than the matter of charging interest on accounts. The fortunate few who are so placed that they do business on a cash basis—or, as some would say, the *courageous* few who have taken the plunge—know nothing of the harrowing cases of credit. The retail merchant who has, say, five thousand dollars on his books—plenty have more than that—finds that the matter of making collections is his greatest care and he often thinks almost longingly of the one solution —the charging of interest. But, as a general rule, he hesitates from adopting this expedient. He fears to offend his customers.

Many merchants, however, do charge interest. HARDWARE AND METAL has heard from a number of them since the publication of the article last week on the legal phases of the question. These retailers make it clear to time customers that, if payment is not made as agreed, interest will be added; and they do not find that they lose business on that account. A number of merchants have been doing this for years and have found that it has solved for them the vexed question of prolonged credit.

HARDWARE AND METAL does not feel that it would be safe for all merchants to adopt the plan. Certainly, however, the idea is worth consideration and, as a start to serious study of the question, the legal discussion in the present issue should be followed closely.

THE REALITY OF MATT

IS Matt Horton real? Are his experiences, as recounted by Mr. Kirkwood, actual occurrences? These questions have been asked by readers of HARDWARE AND METAL since the start of the interesting series of stories dealing with Horton's business building methods.

No, Matt Horton is not real; not to the extent of it being possible to go out to a certain hardware store and point out the proprietor as the original Matthew. But one could travel from one end of the country to the other and find bits of him here, there and yonder. Matt Horton is composite. He is the result of ideas that the author has picked up from various sources in the course of his study of merchandising conditions. Matt is, in a sense, an ideal—the more or less perfect hardwareman in fact. It is not intended to imply that any dealer could model himself exactly on Horton lines and attempt to follow out all the plans of the versatile Matthew. He is used as a convenient medium for the discussion of methods, some of which should appeal to every dealer according to the scope and circumstance of his business.

Matt is serving another valuable purpose; he is the source of inspiration for a series of articles entertaining and readable in the extreme. The editor recommends him absolutely on that score.

But Matt is not real. He is, we fear, too good to be true. But, real or not, he's a "humdinger" on ideas,—all of them worth thinking over, anyway.

MERCHANTS GET TOGETHER

AN extremely interesting manifesto has been issued by the merchants of Rapid City, Manitoba. It was compiled after a series of meetings and published in the local newspaper over the signatures of twelve merchants, probably all of the responsible business men in the place. It reads, in part, as follows:

> After holding a number of business men's meetings and thoroughly discussing the credit end of the retail business, we have come to the following conclusion: That the terms of credit must be greatly shortened, or cut out altogether and we must sell for cash only. Under the present system the retail merchant has to bear the whole burden of financing his business and at the same time carry a large number of open accounts, many of which are not even paid in the fall. Under the present condition of the market we find it impossible to continue doing business along these lines. In the first place the manufacturer is forced to pay cash for his raw material; he in turn demands cash from the wholesaler for the manufactured article, and the wholesaler in his turn demands cash, or at least a very short term of credit, from the retailers.
>
> Now, if we continue to do a credit business along the old lines it means that we, the retail merchants, are carrying the whole load. We would like your co-operation. Think the matter over. Another letter will follow.

The only practical objection to the cash system—a very real one—has always been that unanimity of action could not be secured from all merchants in one centre. Jones, the hardwareman, has always been afraid to take the step because Smith, his competitor, would keep on in the old way and so steal any of Jones' customers who might become disgruntled; and, down the street, Robinson, the grocer is worrying himself into the grave over his book accounts but does not dare to step into the straight and narrow path of Cash for fear of what *his* competitors might do.

The experiment of the merchants of Rapid City is an interesting one. They are to be commended on the common sense they have shown in getting together to check this credit evil. Long may the same degree of amity continue.

And in the meantime the second letter will be awaited with keen expectancy.

THE BUSINESS OUTLOOK

THE situation in Canada, from a purely business standpoint, is unusually bright. It is not within the range of possibilities that Canada can be anything but highly, nay exuberantly, feverishly prosperous during 1917. The outstanding feature at the present time is the prospect of a larger volume of war orders for Canada. The peace proposals of the war-weary despot of Potsdam brought about the sudden scurrying of stock speculators to cover, which created such havoc on Wall Street; but back of the peace talk was a very tangible fact. John Bull had cancelled extensive orders placed in the United States for war supplies. This might mean either that Britain anticipated early peace or that it had been possible to so extend the munition manufacturing facilities of Great Britain and Canada that the bulk of British war needs could be supplied.

The latter explanation is the correct one. Great Britain does not anticipate an early cessation of hostilities. On the contrary John Bull is preparing to wage greater, grimmer war than ever before. But the organization of industrial resources has been improved to such an extent that an almost adequate supply of shells can be secured now from the workshops of Britain and Canada.

The prosperity that is coming to Canada this year as the result of the focusing of the wealth of an Empire on military needs, we must accept, not with personal complacency and smug realization of individual benefit, but purely with an eye to its later use in the more uncertain times following the declaration of peace. In this connection it must be noted in an admonitory mood that despite a million dollar increase in our exports for the year ending November over the year ending September, Canada's favorable balance of trade has fallen from $367,647,000 to $306,437,516 due, of course, to the increase in imports. This tendency began in October when a new upward movement in imports began and the favorable balance fell to about $335,000,000. This is in marked contrast with the advance in the favorable balance a year ago though, of course, this year the favorable balance is much higher than it was at that time. A point worth noting is that while exports of merchandise were only $109,588,950 for the month of November, 1916, against $94,436,093 in 1915, imports were $72,690,791 against only $45,217,559 a year ago. In one year imports have almost doubled and the advance has been very steady indeed.

Matt Horton, Trains His Salesmen

Matt Horton Multiplies the Power of His Salesmen—He Believes That Knowledge is Power—He Sends Them on Visits to Factories—He Has Conferences With Them—He Prepares Them to Leave Him

By John C. Kirkwood.

MY salesmen, the men I employ, serve many more customers than I do; and so I want them to be real salesmen. I want them to know the goods they are selling — as much about them as possible; and to be able to help the customer to decide when in doubt; and to be able to make a sale when the customer is hanging back, reluctant to make up his or her mind.

I have already said that I will not let my men urge customers to buy what they ought not to buy; but this is a different thing from urging customers to buy the thing they may want and that they should have, or the thing they don't want, yet should have.

My salesmen are under instructions not to try to sell every customer articles that belong to the luxury class, or that may be called, if bought, an extravagance; but I know of no good reason why the poorest of my customers should not have a washing machine—this by way of example. As I see it, a washing machine should be in every home; but silver trays and costly lamps, and some other lines I carry, are not for every home.

I take a lot of trouble with my salesmen, since I depend on them so much. They have chances that I have not to make sales and to make customers acquainted with new goods or lines that they ought to know about. So I coach them, and teach them, and stir them up to study.

Matt Hand-picks His Salesmen

Just here, I want to say that all my men are hand-picked. I satisfy myself as thoroughly as I can before engaging a man that he is going to give me the service desired, that he will grow, and that he is in earnest to make good. Any other sort of man is too expensive a man for me to have about the place. I will not have men working for me that are thinking more about things outside my business than about my business. One man I engaged got so much interested in church work that he thought church and worked church day and night. He lived for his evenings, when he could be attending church meetings or calling on the sick. And church people called on him during the day to talk over church affairs in my store and in my time. This man fagged himself out during his evenings; then he lived most intensely. In the daytime, in the store, he had no keenness for my work, but preferred to do dull chore work to serving customers. I pointed out to him that this sort of service would not do, but without any correction of his ways; and so I dropped him. I mention his case by way of illustration.

This is the third chapter in the story of Matt Horton, hardware dealer, and how he built up his business.

Matt shows himself to be possessed of unusual views and methods. He does not believe in being "it" all the time. And his ways enable him to get away from his business from time to time, with advantage to him and his business.

Matt's story, it is hoped, will take hold of some of his brethren and lead them to achieve more by attempting more.

The fourth chapter of the story of Matt Horton will appear in an early number of HARDWARE AND METAL.

Matt Meets His Salesmen After Hours

My salesmen and I have every week —every Monday, as a rule—an hour's conference. From September to May, our store closes at 6 o'clock; and our meeting follows promptly on the closing hour. Once a month I take my men to a hotel, and we have supper in a private room and have a longer session. I pay the shot, and try to make this little dinner a pleasant event.

The Monday conferences have to do with a variety of things. We talk over plans and experiences and store management. Also, we discuss ways by which we can increase the sales of a given article—paint, for example; or glass; or cutlery; or oil-stoves; or whatever line was soon to be seasonable.

At our monthly meetings we have papers on different subjects related to our business — these prepared by the men themselves; and talks on salesmanship and other subjects allied to store-keeping. I have my men prepare themselves to demonstrate the goods we sell. For example, one man prepared himself on the subject of stoves. He did this by studying closely the stove catalogues of various makers, finding out wherein one stove differed from another, wherein they were alike; what were the features of excellence, of novelty, of appeal, and so on. We did this also in respect to furnaces and hot water boilers; and I may mention that one important consequence of these investigations led us to seek the exclusive agency in our territory for a particular make of stoves, furnaces and hot-water boilers.

You can see the practical good of such an investigation. Every man in my employ became intelligently informed on the heating question, and became soundly "sold" on the lines we are agents for.

Matt's Salesmen Visit Factories

And similarly in regard to other things. I had one of our men dig into the question of silverware. He went to Toronto and went through the factory of the firm whose goods we favor, and learned there how flat and hollowware is made, how the silver is deposited, and so on. And what he saw and learned there was good for us all to know.

In the same way I had the man who looked after our tools visit some of the factories where the tools we sell are made.

I pursue this practice in regard to all lines, as much as possible; and at our conferences and dinners the men who visit the factories tell us about their visits.

Matt's Salesmen Inform Themselves

Just here I may say that before a man goes on his quest for first-hand knowledge, he is required to prepare himself beforehand by informing himself to the fullest extent possible—this by a study of catalogues, chiefly. Also, we have a series of standard questions, such as:—

Who, in Canada, make ——?

What are the claimed distinctions of the products of the various makers of ——?

What constitutes excellence in the product under consideration?

How is excellence achieved?

What are the common faults or shortcomings of the inferior article?

What are the raw materials and where do they come from?

You will see that any salesman who tries honestly to obtain answers to these questions is preparing himself to make a profitable visit to the factory where the product we sell is made; and will have his intelligence stimulated before-

hand. He will be intelligently inquisitive and promptly appreciative.

I ayways arrange beforehand with the manufacturer for his consent to have his factory visited by one of my men; and my man pays this visit at a time when he can be spared, with little disturbance to our business. In January, February, and March, for example, occur many days when business in the store is dull, by reason of stormy weather or bad roads, and because of the buying apathy that follows a busy December and autumn. Also, at other seasons, for special or local reasons, occur slack days, and it is such days that my men use to make their visits to factories. Of course, I pay all expenses, and my men are glad to make these visits, not only because they are agreeable outings, but because of the great personal profit there is in a visit to a factory.

You can see that it is needful for me to have good men to send on excursions of this sort—keen and intelligent men, and men who accept and meet fairly the responsibility such visits impose on them. My men recognize their debt to each other and to me, and seek to discharge this obligation. You can see, also, how my men grow in knowledge of the goods they are called upon to sell, how they have conviction themselves, how they are able to put enthusiasm in their sales talks; and earnestness and intelligence in their demonstrations.

"Pumping" Travelers

My men welcome the visits of the representatives of the firms from whom we buy goods, and ply them with questions; and I assure you that they ask many a question to which the jobbers' and manufacturers' representatives cannot always answer satisfactorily. But you can be sure that the next time these men call they have answers to the question which on a previous visit they had to throw up their hands, confessing, "I don't know."

Matt Trains His Men to Leave Him

I make it clear to my men that I want them to fit themselves to get into business for themselves some day; and to earn all they can; and my men see the point, and are eager to grow in knowledge and store-keeping ability.

I know employers who want to keep their men down and back. Well, as for me, I don't want any men in my employ willing to be kept down and back. I want men of ambition, men who will grow, and who will acquire an earning ability greater than can be adequately rewarded in my business. Men of this type earn, while they are with me, more than the salaries I pay them—this by real selling ability and enthusiasm. They back me up in all that I am doing and attempting, and this gives me freedom. If they were different—dead weights on my business, serving dully and perfunctorily—then I would not be as care-free as I am.

I expect my men to leave me soon or late. It is my business to make them able to leave me—to do more in a larger field and to earn more. More than one of my old employees has left me to become a traveler for a wholesale or manufacturing house—this as part of his process of education, looking forward to having a business of his own, modelled, I like to think, after the pattern of mine. Perhaps these graduates from my Hurston business may become manufacturers some day; but while I am interested in a sense in their future, my real interest in them is during the time they are with me.

I am not going to say that my interest in my men while they are with me is anything but selfish. I devote time to their education and advancement because it pays me handsomely to do so. I get back actual cash for all I do for them and cause them to do for me. Just as I try to make myself independent of them, so do I try to make them independent of me. I want men big potentially to serve me.

John Wanamaker, so I have heard, engages the best men he can find to manage his departments. I have hear it said that he pays these top men $12,000 a year or more—more money than they made (or can make, perhaps) when in business on their own account. In a humbler way, I follow the Wanamaker example: I try to get good men, and I pay them just as much as I honestly can.

Of course, I have junior men, youths, whom I expect to remain with me for several years. And they do remain with me, for they know that they are receiving a preparation better than most young fellows they know serving in other Hurston shops and stores. They recognize that they are getting a first-class schooling, and that there is promotion for them. I expect—and actually encourage—my senior men to attempt bigger things, in other fields — this when I think they are ready for something bigger and better than service with me. My men know this, and understand and trust me; and I help them in their quest for other employment.

Matt Tries to Make Himself Useless

I try to make myself useless in my business—this, of course, in measure. By this I mean that I want my business to be able to do without me for a time, should I leave it because of sickness or of desire. One year I went to Europe for two months, and did so confidently. Once or twice a year I go to New York, or Chicago; perhaps, also to other cities—not for "the sights," or the white lights, or the rest (?) they give, but to see the big stores there, to get the thrill of big business, to get inspirations.

(Continued on page 44.)

My men ply the representatives of the firms from whom we buy goods with questions.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Features of the week in hardware markets have been considerable advances in the prices of bar iron and steel, horse shoes, wrought iron washers, axes, cow chains, shelf hardware and many miscellaneous lines. Cut nails have advanced 25c per keg, with further advances in sight. Ingot metals are firm in price, with slight advances recorded in some instances. The lead market continues firm, but with an improvement in the freight situation, prices are expected to ease up a little. Wholesalers and retailers have experienced great difficulty in securing shipments of goods, owing to embargoes placed on certain districts by the railways. Shipments from the United States have been very slow in arriving, and there is a scarcity of many lines of goods. Travellers are making the best of a trying situation created by the curtailment of the passenger train service. Travelers affected most are those working the smaller towns and cities. Business is seasonably good and the outlook for spring is very promising.

MONTREAL MARKETS

MONTREAL, Jan. 25.—Looking over the hardware and metal markets for the present week a tendency to steadiness is noted in regard to the metals, and a certain relaxation in the rush to augment prices in the line of smaller shelf goods at least. Nevertheless many changes are still to be recorded by the retailer concerned, and in the heavy goods there are changes and adjustments. Horseshoes have advanced, and chain is higher in price. Stanley goods are predicted in for a rise, and Sargeant goods also. Double-bitted axes will be found higher in price, now quoted $16 per dozen in Montreal. Cut nails are advanced. There has been noted a slight slackening of country trade owing, it is said, to the stock-taking operations of retail merchants, important business indeed for them in these days of many price changes.

Some Advances to Follow in Shelf Goods

SHELF GOODS. More hints of changes in price than actual changes are reported this week in Montreal as regards shelf goods. A tendency towards some reluctance to advance prices in any great hurry is noted on the part of wholesalers, as if the mere monotony of continually upward trending prices had grown wearisome. Some changes are nevertheless to be recorded.

Curry Combs, 10 Per Cent. on List

The advance on curry combs noted in the Toronto report last week is in full force also in Montreal, and there are hints that it is not the final advance either.

Iron Washers 10 Per Cent. Off List

Iron washers also are up in price this week. They used to be priced subject to 20 per cent. off list. Now the price is subject to 10 per cent. off list.

Cellar Window Bolts Up

Cellar window bolts, Nos. 1076 and 1078, are advanced in price this week. Though this line has been in rather slow market for some time, it is as well for retailers to note that there is a 10 per cent. advance on prices now.

Maydole Hammers Advance

Maydole hammers have advanced this week in line with other hammers which increased last week. The advance is a general one of 10 per cent.; in fact, rather over ten per cent. than under that figure, and with chances in favor of further advances.

Sandpaper in for an Advance

Sandpaper is in for another advance, due to the high cost of raw materials. The extent of the advance is not yet estimated closely, but it will be about 5 or 10 per cent. Sandpaper has had one or two advances within recent memory.

Stanley Tools to Increase

Not actualized as yet, but very much predicted, is a forthcoming increase in Stanley lines of tools. This is a natural increase and not unexpected considering cost of steel and iron.

Sargeant Goods Also to Rise

An advance in price has been predicted also in trade circles as regards Sargeant goods, and new prices will probably be made known before long.

Cattle Chains Advance

Cattle chains have advanced by about ten or fifteen per cent. this week, the advance taking the form of an alteration of discount to 25 per cent. off list.

Trace Chains Also Up

The same advance also affects trace chains, which are subject to a similar discount figure, 25 per cent. off.

Moore's Pushpins Advance

There is an advance to record in Moore's pushpins. The packets of these formerly sold to the trade at three for 25c, are now priced 10c each. This applies to all the various sizes and patterns of these pushpins.

Padlocks and Night Latches Up

The advance noted last week in padlocks and night latches is now general as regards the imported goods. Besides the Corbin padlocks and night latches, Miller (Philadelphia) locks and latches have advanced by fully ten per cent.

Wood Screws Very Scarce

There is a marked scarcity of wood screws at present, though prices have not so far altered. The possibility of an increase in price in this line is not lost sight of, though not actually predicted definitely.

Files in Freer Supply

Slightly better supplies of files have been noted by large firms of wholesalers in Montreal this week, but the scarcity is still very marked, also their firmness in price tone at present and prospectively.

Maple Tapping Bits in Demand

There is a demand as usual at this time of year for maple tapping bits, and these are advanced about 10 per cent. in general.

Paper Bags Advance

Attention of the retailer of hardware is called by one large firm of wholesalers in Montreal to the fact that paper bags have advanced, the discount being now 5 per cent. off list. This represents quite

a considerable advance, and perhaps not the last in this line, economy in wrapping material is enjoined.

Ammunition Demand Opening

Some opening demand for ammunition supplies under the new list conditions mentioned in recent reports, is noted by wholesalers in Montreal this week. The demand is so far not brisk. As will be recalled, prices have not been advanced by the new Winchester and Remington lists issued, but advances are not at all improbable in view of conditions.

Double Bitted Axes Go Up

Double-bitted axes are now priced $16 a dozen in Montreal, instead of the previous $14 per dozen.

Iron and Steel Are All Firmness Itself

IRON AND STEEL.—Conditions as regards iron and steel remain unaltered from last week's extreme firmness. There are no quotations available for domestic pig iron at present, prices having been withdrawn some time ago, and no new quotations having followed. About $40 per ton is the nominal figure used in reference to pig iron market conditions in Montreal at present. New York prices are also used to guide along this line. These are for No. 2 foundry, $32.75 f.o.b. New York, and for No. 2 plain, $32.50 f.o.b New York But pig iron is in a peculiar condition of market all its own at present. New prices were given last week on various marketable forms of iron and steel, and these maintain unaltered this week, and as given in current quotations.

Cut Nails Have Gone Up to New Base Price

WIRE NAILS, ETC.—The condition of market for nails of all kinds is very firm indeed at present owing to the extremely firm condition as regards iron and steel. The base price at present in Montreal is $4.75 for standard steel wire nails, but there are prospects of advances in the future.

Cut Nails Have Advanced

An advance is recorded over previous base price of cut nails. The new base price ruling this week in Montreal is $4.50, an advance of 25c; not perhaps the last, not perhaps by any means the last.

Horseshoes Have Advanced 50 Cents

HORSESHOES.—Fifty cents per keg of 100 lbs. is the advance recorded in all lines of horseshoes for the present week. This is only to be expected with iron and steel at their present prices, and an advance as noted in last week's report. One firm quotes as follows:

Ordinary Horseshoes

Light, medium, and heavy ordinary horseshoes are priced for No. 2 or larger $4.70 per 100 pounds; for No. 1 or smaller, $4.95 per 100 pounds.

Snow Pattern Shoes

The same firm's "snow pattern" horseshoes are quoted at: For No. 2 or larger, $4.95 per 100 lbs.; for No. 1 or smaller, $5.20 per 100 lbs.

Steel Horseshoes

Steel horseshoes are quoted at: No. 2 or larger, $5.15 per 100 lbs.; No. 1 or smaller, $5.40 per 100 lbs.

Feather and Toe Weight

Feather and toe weight horseshoes are quoted at $6.55 per 100 lbs., all sizes, and $7.55 per 100 lbs. respectively.

An Advance in Chain And More Expected

CHAIN.—Advances were put into effect for chain this week, and prices are as follows for fire-welded or "proof coil" chain, per 100 lbs.:—7/16s, $7.65; ½-inch, $7.45; ⅝ths, $7.25; ¾ths, $7.15; ⅞ths, $7; 1 inch, $6.85.

BBB chain is priced as follows:—¼ in., $13; 5/16ths, $11.10; ⅜ths, $10.30; 7/16ths, $10.05; ½ inch, $9.85; ⅝ths, $9.65; ¾ths, $9.50; ⅞ths, $9.35; 1 inch, $9.20.

It is expected that a further advance or advances will be noted in chain before long if the conditions as regards iron and steel continue on their present firm trend.

Sheets and Plates Are in Firm Market

SHEETS, PLATES, ETC.—The demand for galvanized plates is very strong, and supplies are none too plentiful, but prices remain for the present week as quoted in current quotations. The market for Canada plates is about at the end of its period of notable activity, supplies having arrived just too late to help much. Prices are as quoted in current quotations, and still to be regarded as nominal since the arrivals mentioned were more for firms requiring these for manufacturing purposes than for general market. What galvanized sheets may do in the near future is not subject for safe prediction at present in some good market opinion, though conditions look exceedingly firm. Current quotations cover prices on these as at present. It was stated by a firm using large quantities of tin and terne plate for making maple syrup buckets that there had been a slight reduction in prices of 20 x 28 x 200-lb. tinplate to $14 per case, and of terne plate, 20 x 28 x 216 to $15 per box. These plates are now in special demand for the season.

Ingot Metals All In Firm, Steady Market

INGOT METALS.—The market for the metals one and all, as in demand at all in Montreal, is subject this week to difficulties due to transportation trouble, and supplies of all the metals are not to be obtained in a hurry. Prices are rather steadier at present.

Copper Fluctuating

COPPER.—Firmer in tone from some directions, reported easier in other quarters, copper found market at prices as quoted last week, or in some cases about 2c a pound higher. Quotations varied from $35 to $36.

Pig Lead is Firm

PIG LEAD.—Firmness of market characterized pig lead, but prices quoted were not very even, as while some merchants were able to quote $7.75 for pig lead f.o.b. Montreal in bond, others quoted $10.25 to $10.50, and in the paint trade, pig lead was quoted about $9.60. The market was quiet as regards demand.

Tin Firm and Upward Tone

TIN.—The market for tin showed firmness and the upward tone rather markedly, with prices quoted as last week, viz., $49 to $49.50 (one metal merchant quoted $45 for tin). Stocks were reported low, and supplies slow in coming forward.

Spelter Firm

SPELTER.—Spelter was reported to be firm in market, at prices as quoted last week, viz., $15 and $15.25. Deliveries were not prompt to meet requirements in spelter, and stocks are rather low in Montreal.

Antimony Unchanged

ANTIMONY.—Unchanged at $18, antimony was in quiet market, with small demand recorded. This metal has been keeping very steady of late.

Aluminum Also Steady

ALUMINUM.—The characteristic of steadiness affects the market for aluminum, which is quoted at $68, and is not in marked demand.

Sheet Zinc Unchanged

SHEET ZINC.—Sheet zinc is unchanged at $25 to $25.50 per 100 lbs., and demand for this form of the metal is not marked by any special point of note except a fair heaviness.

Roofing Caps Advance

An advance is noted in roofing caps by one important firm in Montreal. The prices quoted are for a barrel lot, $4.50, and for less than a barrel lot, $5.50.

TORONTO MARKETS

TORONTO, Jan. 26. — Perhaps the most serious situation in the hardware trade at the present time is the matter of freight shipments. Wholesalers are at a loss to know where they are when it comes to dependability on the carrier roads. Embargoes on different districts are frequent. They never know what district may have an embargo until they have occasion to ship goods to that district. They often receive the disquieting information that goods cannot be shipped to a particular district. These embargoes are raised in time, but it necessitates slow delivery and the retailer is usually the one who feels it. The same holds true with respect to goods being received by the wholesalers from the manufacturer. This has been particularly noticeable in goods coming from the United States. In spite of these difficulties business during the week has continued very good. There have been a number of prices changes during the week, some of the more notable being in skate lines, cut nails, sandpaper and emery cloth, iron washers, padlocks, hammers, horse clippers and oakum. Linseed oil is in firm market and advances are looked for. New prices on arsenate of lead have been announced. There is very little difference from prices that have been recently quoted. In some instances there is a slight advance while in others the price has remained practically stationary.

PEACE PROPOSALS—FROM "HUMOR IN THE ROYAL NAVY."

New Skate List Has Been Issued by Makers

SKATES.—A new list issued by the Starr Manufacturing Company of Dartmouth, N.S., provides for a revision on all lines of skates manufactured by that company. The list prices have been changed, together with the discount. Where formerly the discount was 20 per cent. off list it is now 30 per cent. off the new list. The advance on the previous list prices is approximately 15 per cent., but with the changing of the discount the actual advance has not been of any considerable amount. For instance, on the Scotia with the old list and 20 per cent. discount the selling price would be $2.24, while with the new list and discount of 30 per cent. the selling price would be $2.27½. In the spring-skates there has been an advance, however. In one line that formerly sold for 80c pair the price is now 91c. Other lines of spring-skates make a proportionate increase. New list prices will be found in the current quotations. The new prices will not materially affect the trade in skates this season as the bulk of the business is over for the season.

Sandpaper and Emery Cloth Advance 20%

SANDPAPER, EMERY CLOTH.—An advance of 20 per cent. has been made in the price of sandpaper and emery cloth. The new price is now at an advance of 25 per cent. on list. The kind generally handled by hardware stores is the B. & A. grades in flint sandpaper and B. & A. in emery cloth and emery paper. The last advance in this commodity took place some three or four months ago.

Iron Washers Go Up Approximately 10%

IRON WASHERS.—A new discount of 10 per cent. off list has been announced by the wholesale trade as being effective on iron washers. The former discount was 20 per cent. off list. The advance is, therefore, approximately 10 per cent. in cost. The firmness in the market for these products has been due to the advancing market in all iron and steel products.

Asbestos Building Paper Advance in Some Quarters

BUILDING PAPER.—Asbestos building paper has advanced in certain instances during the week and is being quoted up 2c. per pound. Some of the concerns who have been quoting at 8c. per pound have raised their price to 10c. per pound. There is a continued scarcity in this commodity as the manufacture has been discontinued in this country. Dealers have been inquiring among dealers in the United States as to the possibility of securing supplies there and it is stated that goods brought in from that source would have to be sold in the neighborhood of 15c. per pound when duty and freight is considered. Dry fibre and tarred fibre paper are holding firm at present prices. Coal tar in barrels has been quoted up in certain instances, the range of prices being from $4.50 to $5 per barrel.

Padlocks Register An Upward Movement

PADLOCKS.—An advance has been recorded in the price of all padlocks during the week. The increase amounts approximately to 7½ per cent. There has been a generally upward tendency in these articles within recent months. The increased prices are, of course, due to the generally higher prices for iron and steel and to the extra labor cost.

Nail Hammers Have Been Advanced 10%

HAMMERS. — One of the American makes of nail hammers has been advanced 10 per cent. during the week. The Maydole brand have been quoted up by the manufacturers. The reason assigned is the advancing price of steel. Hammers are one of the numerous hardware lines that feel the high prices in steel products.

Horse Clippers Go Up 40 Cents Per Pair

HORSE CLIPPERS.—An advance has been recorded on the Newmarket brand of horse clippers which amounts to 40c. per pair. The former price was $1.60 per pair, while the new price is $2 per pair.

Some Grades of Oakum Have Advanced in Price

OAKUM. — An advance of ¼c. per pound has gone into effect on the price of best American oakum, which now

makes the selling price $20.75 for the lowest quotations on this commodity. There is a scarcity of this commodity reported. Higher prices are anticipated for this product at the opening of navigation, when larger quantities of it are used. Prices of other oakums have held steady. Plumbers' spun oakum is quoted from $8 to $8.50 per hundred.

Cut Nails Have Advanced to $4.50

WIRE NAILS.—An advance of 25c per hundred pounds has been made on the price of cut nails, now making the base price $4.50 in 100 pound kegs. There is also a firmness in the market for wire nails and all wire products. Fence wire is in firm market and some wholesalers anticipate that an advance in this product would not be improbale in the near future. Standard steel wire nails are still quoted at $4.70 base per hundred pound kegs. Record prices are now being quoted on nails and with a continued firmness in the market higher prices are anticipated.

Corrugated Sheets Advance $1.25 *to* $3

SHEETS.—There has been an upward tendency in the price of corrugated sheets in both the galvanized and painted. In the heavier sizes of galvanized there has been an advance of $1.25 on No. 24 gauge, $1.50 on No. 22 gauge, $2 on No. 20 gauge, and $3 advance on No. 8 gauge. On Nos. 28 and 26 the price has remained unchanged. The new list prices are as follows:

	Galv.	Painted
28-gauge	$ 6.00	$ 5.00
26-gauge	6.50	6.00
24-gauge	10.00	7.50
22-gauge	12.00	9.50
20-gauge	14.00	11.50
18-gauge	18.00	14.75

The above prices are subject to a discount of 7½ per cent. In the painted corrugated sheets the increase has been from 50c. on No. 28 gauge to $3.25 on No. 18 gauge. In galvanized and black sheets the situation is becoming more acute. It is becoming increasingly difficult to secure both black and galvanized sheets, and the prices are accordingly in very firm market.

Iron and Steel Have Recorded Big Advances

IRON AND STEEL. — Advances in nearly all lines of steel and iron products have been recorded during the week. Common bar iron is now quoted as high as $4.10, ranging from that down to $3.75. Refined iron is quoted from $4.15 to $4.50. Angles are within smaller range, being quoted at $4.25 to $4.35 per hundred pounds. Horeshoes iron is quoted at $4 to $4.25. Norway iron still holds at $7.50, but the supplies of this article are very limited. Toe calk steel has made a big jump during the week and is quoted 60c. to 70c. higher, the range being from $4.65 to $4.75. Mining tool steel is being quoted up as high as 22c. per pound. Following is the range of prices prevailing:

	Per 100 Lbs.	
Common bar iron	$ 3.75	$ 4.10
Refined iron	4.15	4.40
Angles. base	4.25	4.35
Horseshoe iron	4.00	4.25
Norway iron	7.50	....
Mild steel	4.00	4.25
Band steel	4.40	....
Mining tool steel	14.00	22.00
Sheet cast steel	23.00	29.00
Spring steel	5.50	....

Pig Iron Prices Still Withdrawn

The demand for pig iron for making steel has exceeded the capacity of the Canadian furnaces and consequently considerable tonnages of basic iron are being imported from the States. Orders for basic iron have been placed with Chicago and Cleveland furnaces, while 500 tons of Southern foundry iron have also been purchased by Canadian interests for delivery over the last half of this year. Prices on domestic pig irons are still withdrawn, while U.S. prices are unchanged, basic iron at Buffalo furnace being quoted at $35 per ton.

New Steel Plant

An important and interesting development in the steel trade in this district is the steel plan which the Imperial Munitions Board are going to build here. The new plant will add approximately 100,000 tons per annum to this country's steel supply. It is understood that the plant will be operated as a steel foundry and the output will be taken over by the Munitions Board for the duration of the war. This plant is the outcome of the heavy demand for steel for munitions which is steadily increasing in volume and is leaving a comparatively small tonnage for other purposes.

Old Metals Record Advances During Week

OLD METALS.—There has been a number of changes in the price of old metals during the week, most of which are in the upward direction. Tea lead is quoted ¼c up, heavy lead pipe ¼c up, red brass ½c up, light brass ½c up, heavy zinc 1c up, heavy copper 1c up. Old rubbers are easier in price and are being quoted ¼c down. While the embargo on scrap iron and steel is still in force, licenses are being issued for the exportation of steel boring and turnings up to the end of the month, and the question of further extension is under consideration. Much satisfaction is felt in the trade over the installation of electric furnaces at the Ashbridge's Bay industrial district, Toronto, as it is understood that large quantities of steel scrap, particularly turnings and borings will be utilized Prices being paid locally are as follows:—

	Per Lb.	
Tea lead	$0.05¾	......
Heavy lead pipe	0.07¾	......
Yellow brass	0.15½	......
Red brass	0.19	......
Light brass	0.10	......
Heavy zinc	0.07½	......
Heavy copper	0.23½	......
Old cast iron, per ton	15.50	$16.00
Stove plate, per ton	11.50	......
Old rubbers, boots and shoes	0.08¾	......
Overshoes, lumbermen's rubber boots	0.06½	......
Auto tires	0.05½	......
Bicycle tires	0.02½	......

Metal Markets Are Very Firm

COPPER.—The market locally remains firm with a price quoted of 36½c lb.

TIN.—Tin is firmer and has registered an advance in some quarters. Ruling prices are from 47c to 48c lb.

SPELTER.—There is really no market for spelter at present. Supplies are very scarce, and a wide range of prices is being quoted from 13c to 15c lb.

LEAD.—Lead is firmer this week and advances in price have been registered. The tendency of the market is upwards. Locally the price ranges from 9¾c to 10c lb.

ANTIMONY.—The market is strong due to the reduced supply of antimony, but quotations are unchanged and nominal at 18c per pound.

ALUMINUM.—The market is easier on poor demand, but quotations are unchanged at 68c per pound.

Solder and Solder Wire Higher in Price

LEAD AND ZINC PRODUCTS.—There has been an advance of 1c to 1½c per pound in the price of solder during the week. Solder wire has also registered an advance of 2c per pound, the lowest quotations being moved up. Zinc sheets have held steady in price during the week. The advance in solder products is stated to be due to the firm market for tin. Following are the quotations:

Lead pipe, lb.	$0.13	.....
Lead waste pipe, lb.	0.14	.....
Lead traps and bends	Net list	
Lead wool, lb.	0.12	.....
Lead sheets, 3 lbs. sq. ft.	0.12¼¼	.....
Lead sheets, 3½ lbs. sq. ft.	0.12¼	.....
Lead sheets, 4 to 6 lbs. sq. ft.	0.12	.....
Cut sheets, ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	0.29½	.....
Solder, strictly, lb.	0.27	0.28½
Solder, commercial, lb.	0.26	.....
Solder, wiping, lb.	0.24½	0.26
Solder, wire, lb.	0.29	0.35
Zinc sheets, per lb.	0.25	.....

Rope and Twine Hold Firm at Recent Advance

ROPE TWINE.—There is a continued firmness in the market for all cordage and twine products. Prices are holding at the recent advances which sent cordage to new record levels. The Regulat-

ing Commission have not yet come into the market with more offerings of sisal. Manila fibre is holding firm and at high prices. Prices on binder twine have not yet been announced but they are expected to be fixed within the next month or two. The demand for twines of various kinds is fair. Cordage has had a good seasonable demand which at this time of the year is comparatively light.

Boiler Tubes Have Advanced 15 Per Cent.

BOILER TUBES.—An advance of approximately 15 per cent. has been recorded in the price of boiler tubes, for both the cold drawn and the lapweld. Demand for this commodity is increasing with the approach of spring and dealers are anticipating a good trade during the coming months. Following are the net prices per 100 feet:

The Food Game—We all play it, whether or no.

—Rogers in New York Herald

	Per 100 Feet Cold Drawn	Lapweld
1-inch	$21.00	......
1¼-inch	24.00	......
1½ inch	27.00	$25.00
1¾-inch	27.00	21.00
2-inch	31.00	21.00
2¼-inch	31.00	......
2½ inch	36.00	27.50
3 inch	47.00	32.00
3¼ inch	.....	37.00
3½-inch	51.00	40.00
4 inch	58.00	50.00

Other Oil Stoves Likely to Advance

STOVES AND ENAMELWARE.—Following the advance recorded last week in the price of perfection oil stoves there is strong probability that other makes of this class of stoves will be advanced in the not distant future. Just at the present time the trade for stoves is somewhat quiet. There is a good demand however for gas ranges of all kinds. Manufacturers do not see any better prospects ahead for getting supplies of raw materials and stocks on hand are quite light. With a continuation of the present demand for gas ranges there gives promise of being a shortage by the time the summer months are here. Prices in all enamelware have held steady during the week.

Charcoal in City Routes Up 2c Per Bag

CHARCOAL. — Local dealers in charcoal have advanced the price of charcoal on their city routes from 8c per bag to 10c per bag, making an upward movement to the extent of 2c. The question of whether it will be advanced to country points had not yet been decided upon at the time of writing but it is expected this point will be decided upon before the present week is over. This new price in city stores necessitates that the retailer sell at 13c per bag or two for 25c. In some instances the retailer is charging 12c with an extra 1c added for war tax, while in other cases in the city it is selling at a straight 15c per bag. There is strong probability that the price will be raised to country points also.

Higher prices for coal has sent a bigger demand to charcoal. With the long-continued cold weather, people have found it necessary to use larger quantities of charcoal in reviving their fires. All these things have caused a bigger demand and put a greater firmness in the market for this commodity.

LONDON MARKETS

LONDON, ONT., Jan. 25.—Another heavy list of price changes has gone into effect this week. Business continues seasonably good. Winter lines are moving in a very satisfactory manner. Collections are good. Advances in price have taken place on cut nails, iron washers, hack saw blades, steel squares, bar iron, soft steel, plaster Paris, curry combs, Three-in-one oil, corn brooms, compression belts, horse shoes, hinge hasps.

Cut Nails Advance 25c Per Keg

An advance of 25c. per keg this week in the price of cut nails brings the price up to $4.50 base. Wire nails are unchanged at $4.70 base.

Washers Up 12½%.

Wrought iron washers have advanced 12½%. The new discount is 10% in 50 lb. boxes. Less than 50 lbs. add 1c. lb. net; less than 25 lbs. add 2c. lb. net.

Plaster Paris Up 10c.

Plaster Paris has advanced 10c. per barrel. The price now being quoted is $2.35 barrel.

Iron and Steel Squares Up.

All iron and steel squares have registered advances from 25 to 50%.

Corn Brooms Up 25c.

Corn brooms have again advanced 25c. dozen.

Compression Bibbs Up.

Compression bibbs have advanced 5%, and plain and hose are quoted at 55% off.

Curry Combs Up 5%.

An advance of 5% has gone into effect on curry combs and the price is now list plus 10%.

Three-in-one Oil Up.

Three-in-one oil has advanced 5% and new prices are as follows: Small size bottles 85c. doz.; large size bottles, $1.87 doz.; handy cans, $2.08 doz.; household size bottles, $4.10 doz

Hinge Hasps Up.

An advance of 20% has gone into effect on hinge hasps, and the new discount is 40%.

Bar Iron Goes Up 15c Per 100 Lbs.

An advance of 15c. per 100 lbs. has gone into effect this week, making a new base price of $3.75.

Soft steel has also advanced to a new base of $4 per 100 lbs.

Horseshoes Advanced 50c. per 100 lbs.

Horseshoes have advanced 50c. per 100 lbs. and new prices are as follows: Light iron No. 1 and smaller, $1.15 per 100 lbs.; No. 2 and larger, $4.90 per 100 lbs.

X. L. steel No. 1 and smaller are quoted at $5.60 per 100 lbs.; No. 2 and larger, $5.25 per 100 lbs

Hack Saw Blades Advanced.

Hack saw blades have advanced and new prices on common blades follows:

Per doz., 8 in. x ½, 75c.; 9 in. x ½, 85c.; 10 in. x ½, 95c.; 12 in. x 9-16, $1.15.

Rope Remains Firm, Unchanged.

All Manila and sisal products are firm. Quotations on rope follow:—

Lb. base, Pure Manila, 25½c.; British Manila, 21c.; African hemp, 21c.; Sisal, 20c.; Cotton, 3-16 (per lb.), 41c.; Cotton, ¼ and larger (lb.), $39½c.

Spring Booking Has Been Good.

Retailers are booking freely but cautiously for spring. Deliveries will be made earlier than usual this year. Some quotations on spring goods follow:—

Poultry netting, 30-10 per cent.; Screen cloth, 100 ft., $2.75; Screen cloth, 50 ft., $2.80; Bronze screen cloth, $14; Harvest tools, 40 per cent.; No. 20 hinges, gross, $11; Spades, shovels, 1sts, 35-10 per cent.; 2nds, 35 per cent.; 4ths, 30 per cent.; T. F. mowers, 50 per cent.; Eureka sap spouts, $7.50 M.

WINNIPEG MARKETS

WINNIPEG, Jan. 25. — That HARDWARE AND METAL predictions as to lengthy lists of price changes due on the completion of stock taking and the arrival of new goods are to come true can be seen quite plainly in the numerous items affected during the week and jobbers advise that the end is by no means in sight.

Galvanized and black sheets, rope annealed and tinners' wire, logging and tie out chains and cow ties are all under revision during the week in addition to many other lines. The advances in some instances are fairly slight but galvanized sheets have jumped from 65c to 75c per 100 lbs. and Manila rope is ½c per lb. higher.

New and Higher Prices on Sheets

The new prices on galvanized sheets just issued set a new high water mark and every indication is that further advances may go into effect almost any time. Quotations now being made on Premier, Apollo or Fleur de Lis are on the following basis, per 100 lbs.:—
10¾, $8.40; 28, $8.10; 26, $7.80; 24, $7.65; 22, $7.65; 20, $7.50; 18, $7.50.

The advances on black sheets while not so great, amount to 15c per 100 lbs., and shows that the tendency is still upwards. The new prices are as follows per 100 lbs.:—Black Iron, 28, $6.25; 26, $6.15; 24, $6.10; 22, $6.10; 20, $6.05; 18, $6.05; 16, $5.90; 14, $5.80; 12, $5.90; 10, $5.85.

Iron and Copper Rivets Make Another Advance

Another advance in iron rivets has taken place, the new discount being 20 per cent. as against 25 per cent. previously in effect. This affects coppered iron rivets and burrs, tinned rivets and burrs, wagon box, tinners, carriage, hame and section rivets. A few net prices based on the new discount shows to-day's ruling prices as follows:

Rivets and burrs assorted coppered 8, 35c lb.; 10, .38c lb. Coppered rivets only, 8, 21c; 10, 23c. Coppered burrs only, 8, 37c; 10, 40c. Tinned rivets only, 8, 23c; 10, 24c. Tinned burrs only, 8, 40c. lb.; 10, 43c. Carriage rivets, per 100 lbs., No. 6, 1 to 2 in., $16.75; No. 3, 1 to 2½ in., $16.00; No. 1, 1 to 2½ in, $15.75. Section rivets, per 100 lbs., No. 16, ¾ and ⅞ in., $17.75; 1 and over, $17.30. For cane or counter sunk head. Wagon box rivets, per 100 lbs., No. 6, ¼ to 2 in., $16.80; No. 3, 1 to 3, $16.00; No. 1, 1 to 3, $16.00.

Rope Advanced Clothes Line Higher

Through these columns HARDWARE AND METAL has expressed the view that further advances in all grades of rope might be expected, so the revised quotations now being issued will hardly come as a surprise. Prices to-day are: Pure Manila, 28½c lb. basis; British Manila, 23½c lb. basis; Sisal 21½c lb. basis; Lath yarn, 21½c lb. basis.

Sisal clothes lines have also advanced in sympathy with the rope market and to-day's prices are:— 48 ft. $1.20 doz.; 60 ft., $1.50 doz.; 72 ft., 1.80 doz.

Help yourself.

—Sykes in Philadelphia Evening Ledger.

Many Lines Wire Goods Higher

The change in annealed wire is certainly a big one. This line has been advancing steadily with 10c and 15c jumps at different intervals but this week's prices show that quotations are now 50c per 100 lbs. over former lists. This brings this line to an extremely high level but the market seems steady with demand fair, so lower prices are not likely to come into effect for a considerable period. The advances on bale ties is 30c per 100 lbs. The new prices follow, per 100 lbs.:—Annealed wire, 9 ga., $5.75; 10 ga., $5.75; 11 ga., $5.82; 12 ga., $5.90; 14 ga., $6.05; 15 ga., $6.20; 16 ga., $6.35

Bale ties 14 ga. x 9½ Ft. William, $6.05, and Winnipeg $6.45 per 100 lbs.

Bright tinners' wire, per 100 lbs.:— 0-9, $5.90; 10, $5.96; 11, $6.02; 12, $6.10; 13, $6.20; 14, $6.30; 15, $6.45; 16, $6.60.

Many Sundry Lines Go Higher

Log Chains Up

Log chains have also advanced 75c per 100 lbs. and new prices are as follows, per 100 lbs.:—5-16 in. $8.75; ⅜ in., $7.75; 7-16 in. $7.60; ½ in. $750

Other lines affected with new prices prevailing are Peerless horse nails, clay picks, mattocks, grub hoes, crow bars, wire rope, steel squares, shoe thread and sash balances In addition to all these a change is noted in Disston saws, try squares, T bevels, mitre squares, saddlery hardware such as bits and snaps, harness rings and buckles and thumb latches, etc.

Sash Cord Higher

One of the most important of sundry lines to change is sash cord. The new prices are higher than the old and from information we can gather, further advances would not be unexpected. To-day, quotations read as follows:—No. 6, 50c lb.; No. 7, 49c lb.; No. 8, 9 and 10, 48c lb.

Picks Higher

Clay picks have advanced 75c per doz., Mattocks $1.00 per doz. and Crow bars 75c per 100 lbs. New prices are on this basis:—Clay picks, 6-7, $7.00 doz. Long cutter mattocks No. 6, $7.75 Grub hoes, No. 1, $6.00; Crow bars, wedge point or chisel point, $6.25 per 100 lbs.

Horse Nails Up

New prices on horse nails have threatened for a long time so quotations below showing advanced figures will hardly come as a surprise:—Peerless horse nails, per box, 5, $3.54; 6, $3.27; 7, $3.15; 8, $3.07; 9, $2.95; 10, $2.87.

The new discount on Caldwell sash balances of 10 per cent., represents a big increase in the price of this line. The latest previous discount was 20 per cent., so to-day's figures are just 12½ per cent. higher. Net prices figured on the new discount are per set:—8, $2.00; 10, $2.15; 12, $2.35; 14, $2.50; 16, $2.70; 18, $290; 20, $3.05; 23, $3.60; 29, $4.05; 35; $4.95.

Shoe Thread Up

Another advance in shoe thread shows figures abnormally high. The new prices follow:—Barbours standard No. 8, $1.90 lb.; No. 10, $2.00 lb.; Harp, No. 8, $1.80 lb.; No. 10, $1.90 lb.

Hand Saws Up

The latest change to go into effect on Disston saws shows this line as now selling at 15 per cent. advances on list. A few net prices given herewith reveal the tendencies of these goods in conjunction with those of other makes:— Disston saws, per doz., D 20 x 26 in.,

$32.65; D 8 x 26 in., $29.45; 12 x 26 in., $37.95; 12 O x 26 in. $41.80. Rip, D 8 x 26 in., $29.45; 28 in. $23.35; 12 x 26 in, $37.95. Pannel, D 8 x 18 in. $21.25; 20 in., $23.80; 22 in., $26.20; 24 in., $28.10.

Cow and Tie Out Chains Higher

New discounts are now in effect on cow ties and tie out chains These are 25 per cent. and 65 per cent. respectively. Net prices based on these discounts are:—Cow ties, open ring per doz., 0, $2.15; 2-0, $2.40; 3-0, $2.60; 4-0, $3.30. Special, 0, $1.65; 2-0, $1.80; 3-0, $2.10. Three chain, 0, $2.15; 2-0, $2.40; 3-0, $2.60. Tie out chains, per doz., 0 x 30, $8.05; 40. $10.50; 50, $12.95; 2-0 x 40, $11.55; 50, $14.50. Trace chains, 6-0 x 6½, $6.75; 7, $7.50. Separator wire ropes, each, 5-8 x 60, $11.80; 3-4 x 60, $14.50

Unions and Wire Rope Advanced

Other lines affected with the new prices prevailing are:—Dart unions, each, ¼, 20c; ⅜, 26c; ½, 33c; ¾, 39c; 1, 52c; 1¼c, 78c; 1½, $1.04; 2, $1.30. Wire rope, per 100 ft., ⅜ and 7-16, $12.60; ½, $13.00; ⅝, $17.00; ¾, $21.25; ⅞, $27.00; 1, $35.00. Cut lens add 10 per cent. Nail boxes, $7.75 per 100 lbs. Harrow teeth, per 100, 9-16 x 6, $4.25; 5-8 x 6, $5.25. Steel squares, new discount of 25 per cent. Halter chains, new discount of 40 per cent. Post mauls, $3.75 per 100 lbs. Rim door knobs, $1.75 per doz.; Thumb latches, per doz., 2, $1.70; 3, $2.25; 4, $4.00.

Winnipeg Notes

J. M. Lynch, buyer for the Merrick-Anderson Co., Ltd., Winnipeg, left Sunday last with his wife and family for a six week's trip in the South.

JOHNS-MANVILLE SALESMEN MEET

The salesmen and heads of departments of the Canadian H. W. Johns-Manville Company, together with the general managers of the various departments of the company, met in Toronto at the King Edward Hotel, during the week, from January 15 to 20. There were present thirty-eight salesmen from all parts of Canada, and discussion on the various topics was led by some of the managers from the New York office of the company. Those who presided over the various topical discussions were: L. R. Hoff, general sales manager; H. R. Wardell, general manager of the roofing department; B. C. McClure, general manager of the insulation department; J. Berdan, general manager of construction. W. M. Hiller, general manager for Canada, presided over the deliberations of the convention. This was the first convention to be held within the past three years of the Canadian branch. The idea of the convention was to thoroughly familiarize the salesmen with the difficulties attending the manufacture of products in the way of high costs of raw material, shortage of labor, and generally to put them in touch with the situation in order that they may be better able to press for trade in the face of the necessity for higher prices for commodities. The banquet was dispensed with this year, the company feeling that the money could be put to better use for patriotic purposes. Reports on prospects for future business were very encouraging.

Why will she bring that disagreeable child?

—Brinkerhoff in New York Evening Mail.

WHAT OTHER PAPERS SAY

WORK FOR THE R. N. W. M. P.

From *The Financial Post.*

Outside of the fact that it may appear to be patriotic, the suggestion that the Royal Northwest Mounted Police be sent to the front has nothing to recommend it. It is hard to understand how anyone who has ever been west of Winnipeg could advocate such a course. For years the vast silent places of the far reaches of the northern prairies have been made safe to the lone settler and his possessions through the broad influence of the intrepid "red-coats" members of a force whose motto has been to let no crime go unpunished though the arm of the law be extended to the pole. To-day the stock raisers of the prairies are up in arms at the suggestion. And well they might be. The stock industry of the West is dependent upon the open prairies to a large extent for its maintenance. What the R. N. W. M. P. means to the stock man can only be appreciated by those who know of the roving reckless spirits which a vacant country creates and the ease with which stock in large or small numbers can be whisked away and hidden in the still little known sections of the north. Let the force be reduced to a minimum but the time has not yet arrived when it is advisable to remove its influence from that still but sparsely settled country.

BRITISH SHELLS FOR AMERICAN GUNS

From *Philadelphia Public Ledger.*

American Government officials and the American public will not fail to see the signifiance of the low bid for armor-piercing shells submitted by a British munition maker in competition with American manufacturers. After every allowance is made for the fact that our experience in the making of modern munitions is a limited one, and for the further fact that there has been no such competition here as would bring prices down to a narrow margin of divergence, the underbidding of our own manufacturers by a British firm distinctly reveals the extent to which Great Britain has now overtaken the demand for munitions for her own uses. It shows that the industrial resources of the United Kingdom are so perfectly mobilized that they are at last not only capable of supplying the needs of the British troops in the West, in Mesopotamia, in Egypt and elsewhere, as well as of the Entente Allies, but have a surplus capacity for the uses of a great neutral power besides.

PAINT PUBLICITY AND GOOD CITIZENSHIP

From *Paint and Oil and Drug Review.*

Speaking of the proposed movement for paint publicity throughout the country a well-known authority who prefers to be incognito, says:

"Looking at the subject from an advertising man's point of view, it is surprising that this was not done long ago, that it was not launched long ago. It was suggested and the opportunity was there five years ago. Unfortunately, for some reason or other, the Paint Manufacturers' Association had not grown to the point where it was feasible.

"As a matter of fact, you have the easiest advertising proposition of the whole lot before you. You have about 27,000,000 to 30,000,000 buildings in this country, which consume about 25 per cent. as much paint as they should consume to keep them in good condition, both from the point of view of preservation and the point of view of appearance.

"A part of my work is in connecting up good morals and good citizenship with painting. Now, the whole body politic, and especially the whole American public, is very susceptible to what we may call psychological influence. If you tell a man often enough that he does not connect up with good citizenship, unless he keeps his property in good condition, unless he keeps his roof, for example, fire-proof, or fire-retardant by the use of paint, the reiteration of those self-evident facts has such an effect that he cannot get away from it. He will think of it every time he sees a well-painted building. He will think of it every time he sees a can of paint.

"In such conditions, when you understand your market, it is perfectly easy to do what is proposed. It is like taking pennies from a blind man, as I look at it. You will not, when you sell an extra gallon of paint, be taking it away from some other man's dealer, but you will be creating a new market, a new demand; you will be creating a new dealer. And if only one pint of paint more is consumed by the 100,000,000 people in the United States, annually, you will all have plenty of business for some time, before you can enlarge your factories.

"To-day the business is limited just by the fact that you are competing with one another, and cannot afford to take the time and money to increase the market. You are not increasing the market when you get a dealer to handle your products; you are only getting that dealer interested to handle your goods instead of some one else's goods. It seems to me the easiest, simplest proposition ever presented to the trade and the cheapest. I cannot conceive that if anybody spends $5,000 or $1,000 in such a campaign as this, that at the end of five years he will not have reaped it many hundred times over."

EVENTS IN THE TRADE

Hardwareman Mayor

John Denison Smith, hardware merchant has been elected Mayor of Richmond, Que.

Appointed Refinery Manager

William Ellsworth, Sarnia, has been appointed manager of the new refinery of the Imperial Oil Company at Dartmouth, near Halifax, and will leave for that place in a few days. Mr. Ellsworth is one of the head officers of the company in Sarnia.

Canadian Goods for Russia

T. McOuat & Son, Lachute Mills, Que., hardware merchants, who also manufacture machinery, have recently shipped a patent plug machine and other machinery used in connection with paper-making, to a firm in Christiana, Norway, to be used in one of their mills in Northern Russia.

Industrial Notes

Guelph, Ont.—An addition 40 x 124 three stories high is being added to the plant of the Flexible Conduit Co.

Obituary

Toronto, Ont.—Wm. B. Stewart, 61 years of age, died at his residence, 136 Bedford Road, this city. The late Mr. Stewart was well known in business circles, having represented the Hamilton Cotton Co., in this city, for the past 23 years.

Cost of Plumbing Up

The following notice was published in the Medicine Hat newspapers last week:

"The plumbing and sheet metal shops of Medicine Hat find it necessary to increase the rates for plumbers' and tinners' time to $1 per hour, on and after Jan. 15.

"(Signed), Marsh & Scott, Wade & Perkins, R. P. McClelland, Mitchell Hardware Co., R. A. Bond & Co., and W. A. Fraser.

Benjamin Moore Co. to Enlarge Plant

Toronto, Ont.—Benjamin Moore & Co. have just purchased a piece of land on which they intend to erect another factory, 90 x 132 ft. The company just recently completed an addition to the main plant, and within the next few weeks will start to build a new varnish plant. Frederick W. Moore, vice-president and managing director, stated to HARDWARE AND METAL that the company had an increase of 33 1-3 per cent. in business last year, and that the increase referred to does not include any business from munition plants. The outlook for 1917 is decidedly bright, and up to the present business is coming in even better than last year.

Business Changes

Waseca, Sask.—The Waseca Hardware Co. have sold out.

Camrose, Alta.—Hiram Burgar has sold out to Morris & Taylor.

Spirit River, Alta.—Pope Hardware Company have experienced loss by fire.

Battrum, Sask.—D. A. Cohen, hardware merchant, has commenced business.

Montreal, Quebec.—A. Turgeon & Co., hardware merchants, have sold their stock.

Lethbridge, Alta.—C. W. Gray, hardware merchant, has been succeeded by J. M. Taylor.

Medicine Hat, Alta.—The Petit Bell Hardware Co. have been succeeded by the Bell Hardware Co.

Toy Fair At Toronto

The Toy Manufacturers of Canada will hold a Toy Fair, at Toronto for two weeks. Feb. 5-17. The exhibits will be on the second and third floors of the Trader's Bank Annex Building with entrance at 8 Colborne St. This fair is the outcome of the successful movement launched by the Department of Trade and Commerce and the toy manufacturers a year ago. Photographs and descriptions of the extensive exhibits appeared in HARDWARE AND METAL at that time. The toy industry has developed wonderfully in Canada during the past year. The fair this year will be on a much larger scale than that of last year, and manufacturers it is said, will this year be in a position to accept orders for many lines formerly imported from Germany. In addition to toy exhibits it is expected that many kindred lines will be displayed.

Winnipeg Notes

R. R. Kinread, jobber of rawhide halters, leaves this month for an extensive trip through the Prairie Provinces, calling on the retail trade.

L. R. Baker, vice-president of Canada Dry Cells, Ltd., Winnipeg, who was in New York and Philadelphia, arrived in Toronto this week and proceeded to Chicago, where he called on the Interstate Electric Novelty Co. He is due back in Winnipeg about Feb. 3.

After being at the front almost since the commencement of the war, Godfrey Darling, advertising manager of the G. F. Stephens Co., Ltd., Winnipeg, has been rewarded with a commission, and will in future be connected with the tanks brigade. He is very enthusiastic about his new work, and probably next thing we shall hear of G. Darling walking over the German trenches inside one of those terrible things with the caterpillar feet.

Dominion Incorporations

Ajax Rubber Co. of Canada, Ltd., capitalized at $1,000,000, head office, Toronto, to manufacture and deal in rubber and rubber goods.

North American Hardware Supply, Ltd., capitalized at $49,000, head office, Montreal, to carry on business as wholesale and retail hardware merchants.

Morgan's Supply House, capitalized at $75,000, head office, London, Ont., to purchase Morgan's Supply House and deal in cereals, poultry supplies, etc.

The Universal Machinery Co., capitalized at $200,000, head office, Montreal, to carry on business as manufacturers of iron and wood-working tools, etc.

St. Lawrence Smelting & Refining Co., capitalized at $100,000, head office, Kingston, Ont., to carry on the business of smelting, refining and treating ores, etc.

Personal

Jas. B. Walden is making a trip through Canada, representing the Champion Spark Plug Co., Toledo, Ohio.

From Mr. E. K. Spinney, hardware and metal merchant, of Yarmouth, N.S., HARDWARE AND METAL has received this season a very handsome calendar illustrated with a picture of "The Lass of Richmond Hill," very prettily lithographed.

From Alex. Paterson, well known to the hardware trade throughout Canada as representative of the Henry Rogers, Sons & Co., cutlers, Sheffield, England, comes the information that the recent British Government order prohibiting the use of copper for any purpose but munition making, is restricting the manufacture of nickel silver spoons and forks into the composition of which copper largely enters.

Dominion Toy Open Warehouse

The Dominion Toy Mfg. Co., have opened a new warehouse and sales room at 60 Front St., W., Toronto, and will handle a complete range of Canadian and American made toys. Some of the firms represented are, the United Incandescent toy Co., Toronto; Standard Toy Co., Toronto, Manual Construction Co., Toronto; Maple Leaf Toy Co., Toronto; Toy Products of Canada, Farm Point, Que.; Soren Bros., Toronto; The A. Mecky Co., Philadelphia, Pa.; The Ives Mfg. Co., New Haven, Conn.; The Gregory Rubber Co., Akron, Ohio.

News From St. John, N.B.

St. John, N.B.—The Canada Nail & Wire Co., of St John, have made such substantial progress in a comparatively short existence that they are seeking to purchase from the city the leasehold land on which their plant is located.

The St. John Board of Trade has been carrying on a campaign to enlist the

J. BRAULT.

One of the Quebec representatives of the Martin-Senour Co., winner of the Z. E. Martin Trophy in the annual 1916 sales competition of the company.

support of the other boards throughout the Maritime Provinces for a Dominion-wide daylight saving scheme, such as was applied successfully in St. John and Halifax last summer. Replies from many places throughout the provinces have been favorable.

At an inquest arising from the death of an employee, who died as a result of injuries received from an emery wheel burst in a St. John factory, the jury brought in a recommendation that additional safety appliances should be provided. The factory inspector said that the owners of the plant had shown great willingness to comply with any of his suggestions, but he knew of no device which would give absolute protection. He said the only safeguard is the reinforcement of the emery wheels with copper wire mesh, but no such wheels are manufactured in the province.

The need for Canadian manufacturers to plan definitely now what they are to do when the war is over was urged by George B. Squires, of New York, who is identified with the manufacture of machine tools, and whose experience has brought him into touch with many of the leading plants. While in St. John recently he spoke of the wonderful progress which has been made in industrial lines since the war began, and pointed out the need of finding products and outlets for these plants after war orders cease. Among the articles for which he could see a future opening of great promise along this line is the small tractor for farm use which he believes will go far towards replacing horses for agricultural work.

TO MAKE WIRE SOLDER, CAME LEAD AND LEAD PIPE

The Hoyt Metal Co., Eastern Avenue, Toronto, have installed equipment to manufacture wire solder, lead pipe and came lead. The latter product is the lead used in the manufacture of leaded glass. It is expected that the company will be able to make deliveries of the new products in the course of a month.

A CORRECTION

In announcing the prize winners in HARDWARE AND METAL'S Xmas window contest in last week's issue, the name of the fourth prize winner for places of 5,000 and under, was given as Rutherford & Koeper. The name should have appeared as Rutherford & Kayser.

HARDWARE LETTER BOX

Upright Boiler

Stewart & Bowden, Pembroke, Ont.—Where could we purchase an upright boiler, 4 to 6 horse-power.

H. W. Petrie & Co., Toronto; A. R. Williams & Co., Toronto.—Ed.

* * *

Bottle Stoppers

E. Boucher, St. Hyacinthe, Que.—Please advise where we can purchase patent bottle stoppers.

Crown Cork & Seal Co., 334 King St. E., Toronto.—Ed.

* * *

Paper Balers

Haig & Burns, Lansdowne, Ont.—Please give names of manufacturers of paper balers.

Spielman Agencies, Montreal, Que.; General Sales Co., Toronto; Stephenson, Blake & Co., Toronto; Climax Baler Co., Hamilton, Ont.—Ed.

* * *

Excello Washing Machines

Ingram & McMaster, Toronto.—Please give name of the maker of the Excello washer.

Excello Motor Washer Co., Kitchener, Ont.—Ed.

CATALOGUES AND BOOKLETS

File Sharpener

Bulletin O, describing the "Buckeye" file sharpening machine, made by the McLeod Co., Cincinnati, Ohio. The principal features of this machine and its method of operation are described at length, accompanied by illustrations.

Pease Foundry Price Books

Pease Foundry Co., Toronto, have issued a net price book on boilers and radiators, and it is the intention of the company to issue booklets whenever price changes go into effect. The 12-page booklet is neatly gotten up, and will be mailed to any dealer handling or interested in boilers and radiators, etc.

Turner Day and Woolworth Price List

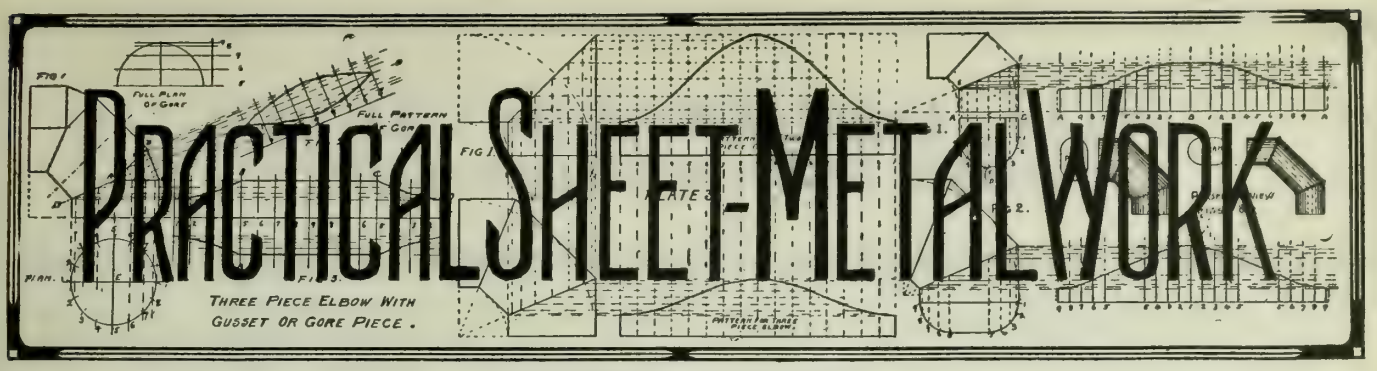
An illustrated 4 page price list has been issued by Turner Day and Woolworth of Canada, Ltd., Hamilton, Ont. The list covers the various lines of handles etc., now being made in Hamilton by the above company. Among the lines of handles featured are axe, pick, hatchet, hammer, maul, edge, sledge and other handles.

Stellite

Two bulletins have been issued by the Deloro Smelting & Refining Co., Toronto. One of these bulletins contains directions for using "Stellite" tools, while the other deals with "Stellite" as a money saver. In the latter bulletin, which was written by Elwood Haynes, the subject is treated from an efficiency viewpoint.

Storage Battery Trucks

Storage Battery Trucks for industrial plants is the title of Bulletin No. 200, recently issued by the Jeffrey Mfg. Co., Columbus, Ohio. The bulletin contains illustrations, specifications and descriptions of various types of storage battery trucks for industrial plants, warehouses, factories and foundries, etc. The illustrations show various types of trucks working under different conditions featuring their wide range of operation. Copies of this bulletin can be obtained by writing to the company's Canadian office in the Power Building, Montreal.



BY THOMAS STANFIELD

IT will be noted that plate 40 appeared in the last issue so as to better show how the interior for the extension piece shown could be developed.

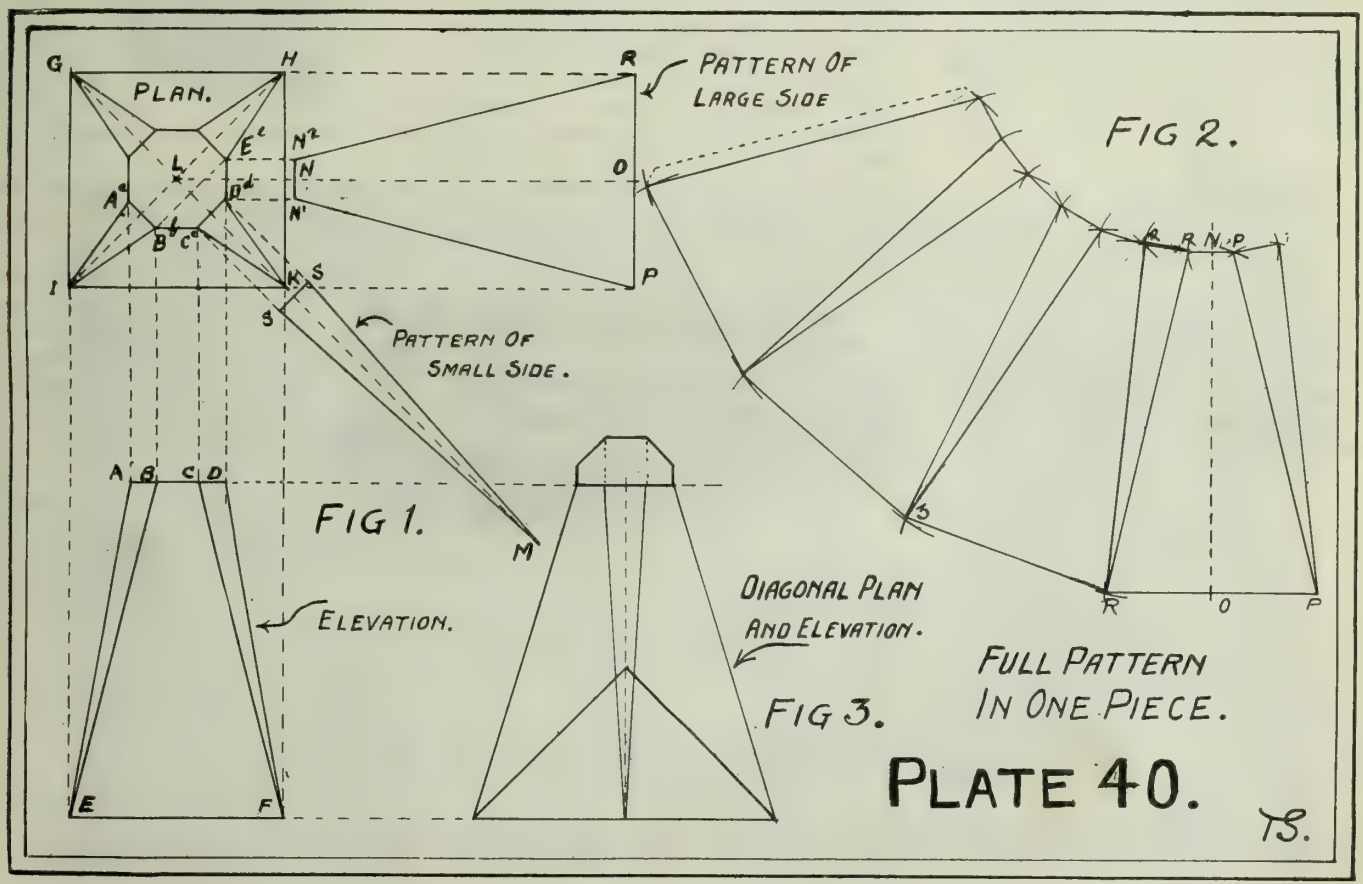
As there are no true sizes given, it will not be necessary to consider them. Assuming, however, that e, d, in plan, is the radius and L is centre, draw a circle first and divide it into any number of equal parts, just as is done when determining the true circumference of a circle. Then draw a straight line equal in length to the circumference, which will show what length or width the material should be. Next find out the height or rather the length which this round pipe has to be, and measure it off, allowing material for the locks, in some cases this pipe is made of heavy gauge sheet metal and is riveted at the seam. Then a round to square piece is made in a similar manner as is followed when developing the pattern for a round to square register box, previously described in this course.

Another point should not be omitted that of making a long enough interior as well as outer cap which should be sufficiently long so as to dispense with the use of wire braces, or guy wires. These wires are often very undesirable and can be dispensed with.

Another method of bracing these extension pieces can be followed by extending long pieces of angle iron down into the chimney at the corners, the part extending up through the pipe being heated and made circular, to fit the inside of the round pipe and well riveted. The round inside piece should be securely riveted as well and made as rigid as possible.

Plate 41 which will appear in the next issue will be in the nature of detail drawings, showing also a perspective view of the finished top, comparing too the difference between a plain round extension and one described in this article and that which appeared in Jan. 20 issue.

(Continued in next issue)



NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

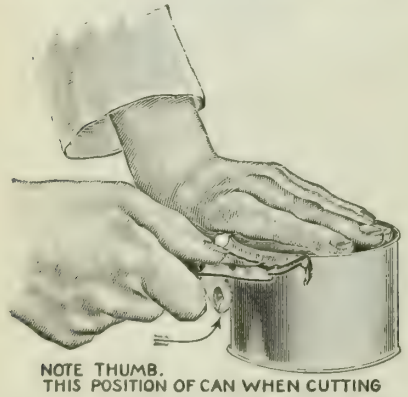
NEW FORM CAN CUTTER

The Lo-Vis Company, Kalamazoo, Mich., offers to the trade the new-form can cutter, here illustrated. This cutter is used to open cans, in a different

Newform Can Cutter and Bottle Opener.

manner to the ordinary can opener. One of the accompanying cuts shows the cutter in operation. When opening cans the new form way, the contents of a can are removable without damage from ragged edges, etc. The makers of this opener claim that the proper way to open a can is from the side.. In this way the entire top of the can is removed and contents can be removed in whole formation. The opener is simple, safe and sanitary. The cutter is made of 65 per cent. carbon cutlery steel, ground to a chisel edge, and has a cocoa bola wood handle. It is impervious to hot water. The blade is part of the whole structure. The directions for using the opener are as follows:—

"First, remove wrapper, then locate seam, place can on side and puncture to the immedidate right of seam, about 1/4



Newform Can Cutter in Operation.

inch from top of can. Place can in an upright position, cut around until you reach the seam, then remove top by raising same, as it then breaks off readily. The cut edge, or side wall of can is turned outward, forming a lip and permitting contents of can to be served in its whole formation. Hold can steadily by placing palm of your left hand on the inside top of can, your thumb turned down as you cut, to control the side wall of can."

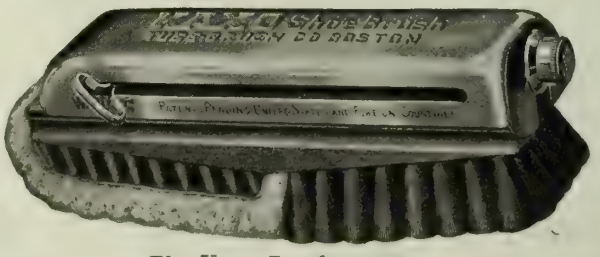
THE KAXO BRUSH

The Tube-Brush Co., 145 Main street, Cambridge, Mass., is introducing the Kaxo blacking, brush and polisher all in one. The Kaxo brush is claimed by the makers to be an economical and compact shoe shining device for shoes and rubbers. One-half of the face of the brush is composed of bristles; the other

The Kaxo Brush in Use.

half is of lambs' wool. The polish is contained in a tube on the back of the brush and is encased in a patented cap or cover. Polish is placed on the shoes by turning a key in the tube. The tube can be renewed at any time. The makers claim that one tube contains sufficient polish for 150 shines. The directions for using the brush follow:—

"Turn the cap. Twist the key, depositing a small amount of polish directly on the shoe.



The Kaxo Brush.

Spread with bristles until the polish is thoroughly distributed and dry; then brush with bristles until a shine appears.

Finally, use the lamb's wool, rubbing lightly until a perfect mirror polish is obtained."

EZY-OUT EXTRACTOR

The Cleveland Twist Drill Company have patented and will soon announce a tool designed for the sole and express purpose of removing broken screws of all kinds.

This new tool is called the Ezy-Out Screw Extractor and is made in a range of sizes that adopt it for almost every field of work. The makers claim that the principle of its operation is simplicity itself, being much the same as that employed by the ordinary cork screw as it bites its way into the cork, secures a purchase and then backs the cork out, though Ezy-Out backs the broken screw out on its own threads.

The modern machinist, when a screw or stud snaps off, it is said need only drill a small hole in the broken screw and insert his Ezy-Out Screw Extractor, giving it a slight twist to the left to seat it firmly in the hole. As he twists, its left hand corkscrew-like spirals grip

Ezy-out Screw Extractor.

the sides of the drilled hole and exert a twisting—or rather untwisting action on the broken screw.

The tighter the screw sticks the harder Ezy-Out grips and twists, and when a wrench is brought into play, almost instantly the screw will begin to "come"—literally backed out of its own hole just as an unbroken screw is backed out. The whole operation, it is claimed, consumes but a fraction of the time and labor required by the old, laborious process and is accomplished without endangering the threads of the hole.

Ezy-Out is made of very tough steel, especially treated to withstand the torsional strains to which it is naturally subject. It can be used for the removal of broken set screws, studs staybolts, and broken screws of all kinds.

An attractive folder completely describing Ezy-Out and its operation has been prepared by the manufacturers.

WEEKLY PAINT DEPARTMENT

How Glass is Made and Graded

Practical Description of the Manufacture and Method of Grading on Everyday Hardware Commodity—How Terms are Derived.

PRIOR to the war the bulk of the sheet glass coming into Canada was imported from England and Belgium. Considerable quantities also came in from the United States prior to the war, and the quantity imported each year was rapidly increasing. Since the outbreak of the war Belgian and England supplies have been cut off, with the result that imports from the United States have mounted to a very high figure.

Canada's imports of common sheet glass from the United States in 1915,were double those of the year 1914. The following figures will give the reader an idea of how the consumption of U.S. glass has increased in Canada since 1911.

Common and colourless window glass imported from the United States was as follows:—

Year	
1911	1,426,561 sq ft.
1912	1,617,328 sq. ft.
1913	10,130,199 sq. ft.
1914	10,336,026 sq. ft.
1915	20,284,118 sq. ft.

The foregoing do not include figures for plain and beveled plate glass. In 1911 the quantity of plate glass imported amounted to 87,520 sq. ft. In 1915 imports of the same glass amounted to 716,583 sq. ft.

The American glass is made in a variety of grades or qualities. Various terms used by American glass manufacturers are not familiar to Canadian users. The terms 'AA'' ''A'' and ''B'' quality are not quite clear to some hardware merchants. Although every hardware merchant and clerk has sold large quantities of single thick glass, there are many who cannot tell exactly why it is called single thick.

In order to give readers of HARDWARE AND METAL a clearer idea of the processes of manufacturing and grading glass, information which follows is taken from an article in a recent issue of Painter and Decorator, an American publication.

Quality of Glass

The quality of window glass or sheet glass, also termed ''blown'' or cylinder glass,'' has been improved by the modern methods of production, and much has been expended in the effort to make perfect blown cylinder glass but there are still some waves and defects accepted in all window glass, due to the process of making, which differs entirely from cast and polished glass.

The glass is blown in cylinder form and flattened by reheating, which gives it a slight bend or bow, a possible variation in thickness in the larger sizes, and surface flaws.

The selection of the various grades is a matter of expert judgment. The large sheets produced, in single or double thickness and heavier, are cut to stock sizes according to the merits of the glass and graded in 'AA,'' ''A'' or ''B'' quality. The defects being eliminated to the greatest possible extent.

The ingredients, as we have said, are practically the same in window glass as in plate—it is wholly a matter of refinement and process which produces the different kinds of material.

A seasonable display in the window of the King St. store of the Mills Hardware Co., Hamilton, Ont.

Window glass—is made by two methods—by "machine" or by "hand." The difference is in the blowing process—both producing the cylinder from which all window glass is evolved. The same general treatment of the cylinder, to produce flat sheet glass follows in both machine or human blown material, and both produce equally standard quality.

Sources of Manufacture

To make the cylinder the molten glass or "metal" is brought to proper consistency by extreme heat, and the glass in the human blown process is "gathered" upon the end of a tube (or blow pipe) from the furnace and blown into a huge cylinder by repeated heatings and blowings, until the material is all evenly distributed. From a globular mass about the size of a man's head, the blower swings the pipe into an alley or opening in the door, blowing as he swings until the full sized cylinder is formed. This requires skill of the highest degree—the blower, by regulating the amount of material entering the cylinder, makes a single strength or double strength heavier glass as desired.

The blowing machine accomplishes the same result by purely mechanical process—the intricate working of the mechanism, the supply of molten glass, the air pressure, rapidity of action, making single or double thickness, being controlled by a single operator who appears to have supernatural powers, surely never dreamed of throughout the great stretch of years when the glass-blower was master of the art and accredited with inimitable skill.

The cylinder is decapitated at both ends by an ingenious method of spinning a string of hot glass at the proper place, or by the use of a wire wrapped around the glass and electrically heated which causes the cap and crown to break off clean. The cylinder is then split lengthwise—placed in the flattening oven of a large circular stone, and as the glass begins to wilt it is quickly smoothed out to the shape of the flat stone upon which it rests.

Cylinder glass cannot be perfectly flattened, and the waviness and bow or slight curve will always occur in this product.

In glazing—the bend or bow should be glazed outward in the sash—the bulge towards the exterior.

Window Glass Sizes

Window glass in double strength, or heavier is made as large as 30 in. x 90 in. or 38 in. x 86 in. or 48 in. x 80 in. and such extreme sizes containing twenty-five square feet, but it is inadvisable to use such glass in these measurements on account of the liability of breakage and the distorted vision due to waves, etc.

The same may be said of the extreme sizes of single strength which can be made up to 24 in. x 60 in. or 30 in. x 54 in. or 36 in. x 50 in. in sizes containing ten to twelve and one-half square feet.

Crystal Sheet Glass

A heavy blown glass, made by the same process as ordinary window glass and subject to the same inherent defects. Graded in "AA," "A" or "B" quality and made in various thickness: 26 ounce, 29 ounce, 34 ounce and 39 ounce (3-16 in. thick).

In examining samples of small size for inspection of quality it should be remembered that the large light of glass will show the natural waves and defects, while the small piece may appear nearly perfect.

It is not altogether a matter of expert judgment to determine the various grades and certain rules may be accepted governing window glass specifications.

Thickness and Weight

Single strength measures approximately twelve lights to the inch, but a small variation either way is permissible. Single strength weighs approximately 16 ounces to the square foot. Double strength measures approximately nine lights to the inch. The thickness should be fairly uniform and the weight approximately twenty-four ounces to the square foot.

Window glass is packed in regular sizes approximately 50 square feet to the box up to the 100 united inch bracket (adding width and length), and 100 square feet to the box in sizes over 100 united inches.

Single strength in factory packages weighs from 65 to 75 pounds to the box (shipping weight). Double strength in factory packages weighs from 85 to 110 pounds to the box, 50 feet boxes (shipping weight).

The Various Qualities

"AA" quality should be clear glass, free from any perceptible amount of air bubbles or blisters, burnt specks or burns, cords and strings. It should have a good gloss and an even surface and be well flattened. By air bubbles it is understood that tiny blisters, or imperfections not perceptible on the cutters' table, but detectable when placing the sheet directly towards the light, would not be objectionable. This should be a careful selection in both single and double and should represent the very best that can be produced in window glass by the present methods.

"A" glass is the normal selection of glass when no special selection is desired or specified and it admits of such defects as small strings or lines, small blisters when not too close to one another or located in the center of the sheet. Well flattened, the surface even, and devoid of noticeable scratches, cropper marks, burns and other prominent defects.

"B" glass covers a wider range than either "AA" quality or "A" quality. It permits many of the defects inherent to the process of making such as waves, strings, lines, blisters, scratches, burns and other similar or equivalent defects. This quality embraces everything below "A" quality, not stony or full of blisters or other large defects objectionable for any common purpose, such as heavy scratches, heavy blisters, cords and sulphur stains.

MATT HORTON TRAINS HIS SALESMEN

(Continued from page 31.)

and to brush away cobwebs and burnish away rust. While I am gone, I know that business goes on as usual.

Matt Gets Good Out of Going Away

These absences of mine give me much that I need. They take me from my business far enough so that I can see it in perspective; and a man needs to see his own business so. Being always hugged close by his business is good for no man, for so he becomes shrunken and complacent. A man needs to get away from his everyday environment periodically. Thus does his mind become freshened and elastic. The relaxation from the tension of the day's work enables him to take up his burden with new power and a new zest.

There's another aspect to this going away to a bigger environment: It advertises me more or less to my community, and makes those I serve feel that I am bigger than they in experience and knowledge. My opinions are listened to with more respect and I am regarded differently from those other merchants of Hurston who rarely go far, or long from their own businesses, or visit metropolitan centres.

My constant aim is to be on top of my business. I don't want my business to be on top of me — a burden and weight. My business, I am glad to say, does not drive me. I drive it. Because I am the master of my business, I make it do my will, and my will is that it shall provide me with a living and something more; that it shall give my brain and purposes abundant exercise; that it shall be for me a delight and a means of growth. I am not money-mad or business-mad. I value money, and I find great happiness in my business; but beyond money and business, I find joy in my independence, in my power to use the things about me for my own ends. I am a man, not a creature, or a slave. And to me "man" means "mind." I am matching my mind against other minds and against conditions and things; and it is when I triumph over opposition that I really live.

(To be continued).

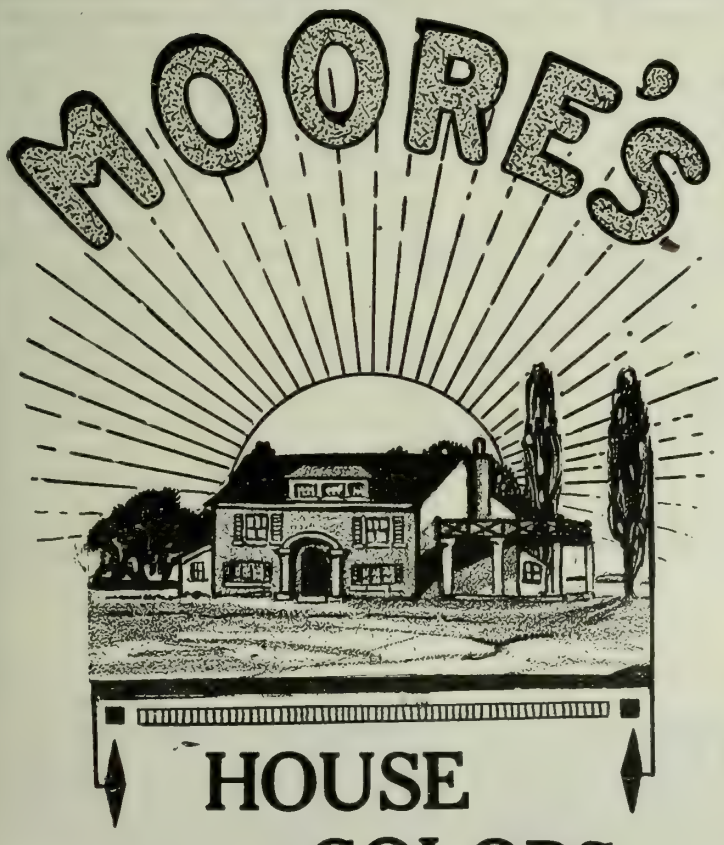
Customers Come Back and Forth To Your Store For

Jamieson's Pure Prepared Paints

It is the satisfaction given by the quality and the **readiness** of Jamieson's Paints that builds up this steady patronage. Let your store be the "Mecca" for customers who are satisfied with this paint.

Our dealer proposition will interest you. Let us tell you about it.

R. C. JAMIESON & CO., Limited, Montreal, Canada
ESTABLISHED 1858
Owning and Operating P. D. DODS & CO., LIMITED



Every year our sales show a remarkable increase.

We are constantly receiving big repeat orders and many new customers.

The high quality of these pure linseed oil paints, plus their reasonable price, make a very popular value.

Moore agents "swear by" Moore's House Colors—never at them.

It places you under no obligation whatsoever to ask for full details of our agency proposition.

It will pay you to write us now.

Moore's House Colors pay a big profit.

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 25.—The feature of the market for paints and oils, etc., this week in Montreal is the extremely difficult situation as regards linseed oil due principally to the shortage of supply of flax-seed in Montreal, and the embargo preventing the consignments on rail at Fort William from coming through rapidly. Shellac also presents a point of interest, having advanced, due to the advance in the spirit, and the loss of an enormous amount of this material at sea owing to enemy operations against shipping. Otherwise the market remains not greatly altered from conditions of last week, and with mixed paint orders coming in freely in anticipation of a brisk business this spring.

Linseed Oil is in Firmest of Markets

LINSEED OIL.—Owing to the tremendous difficulties occasioned by the operation and rigid enforcement of the freight embargo on flax-seed from the North-West the market for linseed oil in Montreal is this week very seriously affected, and firms are simply not quoting linseed oil to the retail trade. It has become necessary for the great paint manufacturing firms to conserve their supplies of this oil in order to meet their own requirements. The rush of orders for spring paint supply is considerable and the outlook as regards future supplies of linseed oil is extremely uncertain. Nevertheless the paint manufacturers are not restricting their manufacture so far, but are going ahead more or less confident of being able to secure sufficient linseed oil for their future needs. Regarding the future, crushers are disinclined to venture opinions very freely.

"The future," said one, "is in the hands of the Government and the railroads." Considerable quantities of flax-seed are reported held up by the embargo at Fort William, and the release of these is hoped for within a reasonable time. Flax-seed was quoted at $2.62¾, which is three-quarters of a cent higher than last week. With the principal firms usually quoting for linseed out of the market this week the following prices as quoted last week may be considered merely nominal, and if linseed oil is obtainable at all by the retailer the higher quotations will undoubtedly rule:

Linseed oil.	Raw.	Boiled.
1 to 4 barrels	$1.15-1.20	$1.18-1.25
5 to 9 barrels	1.14-1.19	1.17-1.24
10 to 25 barrels	1.13-1.18	1.16-1.23

White Lead in Oil Remains Unchanged

WHITE LEAD IN OIL.—Although linseed oil is in a remarkably firm and difficult condition of market at present, and though pig lead is also showing the firmer tendency, there is no change in the prices of white lead in oil this week, and no immediate change is anticipated short of some unexpected intensification of the conditions referred to. Pig lead at the time of writing was being quoted at $7.75 per 100 lbs., f.o.b. New York, or about $9.60 Montreal. Quotations are still good for delivery up to April 1st at the prices of last week's report, viz.: $14.30 per 100 lbs. for ton lots, and 30 cents per 100 lbs. additional for quantities of less than one ton.

Turpentine Showing A Firmer Tendency

TURPENTINE.—The market for turpentine this week shows a tone rather more pronouncedly firm as compared with conditions of last week. The Naval Stores in New York were quoting higher prices, and news from Savannah indicated a condition of continued firmness. Supplies in Montreal were reported in the main sufficient for requirements with no suggestion of shortage, but there was a disposition to expect higher prices owing to the difficulties besetting marine transportation at present. Prices as quoted for the present week in Montreal are similar to quotations of last week, except that the lower quotations of last week are this week advanced by two cents, the lowest quotation for one barrel lots being 77 cents, and the prevailing price being 80 cents.

Turpentine	Per Imp. Gal.
1 barrel lots	77-80c.
2 to 4 barrels	76-79c.
5 to 10 barrels	75-78c.

Gasoline Seems Likely to Advance

GASOLINE.—While gasoline is unchanged in price this week from the 29½ cent figure per gallon ex cars as reported last week, which price represents an increase over the prevailing price a couple of weeks ago, the market for this oil is very firm, and in the opinion of those most able to indicate tendencies, the price of gasoline will go up further before it comes down any. Crude oil is always on the climb still, and the outlook is for firmer priced gasoline perhaps before very long.

Putty Unchanged But in a Firm Market

PUTTY.—Price of linseed oil naturally affects putty, but the market for putty is not reported higher this week in Montreal and since the last adjustment of prices and advances in differential no further alterations have been made. Nevertheless with whiting very firm and ocean freights so seriously affected by war conditions generally, putty is in firm market.

Market for Shellac Firm and Rising

SHELLAC.—There has been a further advance in shellac, both white and orange, of from ten to fifteen cents per gallon. Orange shellac is selling in one gallon containers at $2.70 to $2.75, and white at $2.95 to $3 in Montreal at present. What is more, the market for shellac is exceedingly firm in tone, and further increases would not surprise anyone. The immediate cause of the present advance is said to be the cost of spirit which has advanced to $1.08 per gallon(cost to manufacturer) as compared with 82 cents not very long ago. The shellac itself which is imported largely from India has suffered most seriously commercially by the enemy submarine or raider activities. No fewer than 80,000 and more cases of shellac have been lost lately at sea, and this causing something of a noticeable shortage has advanced the material itself apart from the spirit by about ten cents a pound. Thus the outlook is firm for shellac.

Mixed Paints Cause No Market Flutter

MIXED PAINTS.—There is no change this week, nor any immediate prospect apparently, of change in regard to the market for mixed paints. Manufacturers are booking spring trade orders still in lively procession, and indications are towards good business for the retailers this spring. Prices remain steady in spite of the situation as regards linseed oil, and this situation the manufacturers are hop-

Every New House That's Painted Helps You to Sell More Paint

Because all around town it is talked about and your name is associated with the job if you sold the paint. This gossip is always very favorable and worth many sales when it concerns a B-H agent and

B-H English Paint

Houses on which this Standard paint has been used have an individuality that makes them stand out from others. They constitute a lasting advertisement for B-H Paint and the B-H Agent, with the result that **you** are the dealer who gets the business when others decide to brighten up their premises.

Where we are not represented we will be glad to discuss an agency proposition wth a progressive dealer.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

ing will be relieved before it goes far enough to affect manufacture of paint. Prices of containers continue to give firmness of tendency to the mixed paint market, also the metal for making cans being much more costly now than in any previous experience of the trade. Turpentine is also firmish, but mixed paints maintain their aspect of steadiness in present markets.

TORONTO

TORONTO, Jan. 26.—Prices on arsenate of lead in dry and paste form have been issued to the trade during the week. There is practically no advance over the prices quoted at the time previous prices were withdrawn. Where advances are recorded they are very slight. The interesting situation in the paint trade during the week is the exceedingly firm situation in linseed oil. Some of the dealers withdrew from giving quotations during certain days of the week owing to the uncertainty in the situation. While flaxseed held fairly steady during the week the crushers report they are unable to get supplies of seed from the West. This is caused through embargoes placed on the carrying of this commodity by the railways. Munitions and other war supplies are given preference. Turpentine held in steady market. Glass is still in a doubtful market. There was an inclination on the part of some dealers to follow the lead made toward higher prices by one dealer last week. Some of the large paint concerns report a continuation of booking orders that indicates business equally as good if not better than last year. Some jobbers, however, report trade somewhat disappointing and state that retailers are not booking as freely as in past for forward orders. This is accounted for by the fact that prices are high and they will be able to book later if their needs demand it.

Great Uncertainty in Linseed: Higher Prices

LINSEED OIL. — Great uncertainty prevailed in the linseed oil market during the week. At the time of writing several concerns were out of the market altogether and were not making any quotations pending further advice as to the situation. Those who were quoting had advanced their prices considerably from the levels of last week. The situation in linseed oil is becoming an extremely difficult one. Crushers in the East assert they are unable to get sufficient supplies of flaxseed from the North-West owing to the embargoes which have been placed on the seed by Canadian railroads. The manager of one oil concern recently returned from the United States and states that crushers in that country state there is an actual shortage of 10,000,000 bushels of flaxseed in the crop there. Crushers from the United States have had buyers in the Canadian West securing all available seed they could get hold of. From the number of car inspections of flaxseed at Winnipeg during the week it would seem that they are getting fairly large quantities comparatively. During the five days ending with Wednesday of this week some 83 cars of flaxseed had passed inspection. Eastern crushers state the seed is not moving eastward into Canada and the conclusion they draw is that it is finding an outlet over the American lines running into Winnipeg. Flaxseed for spot delivery at Winnipeg held very steady in price during the week. On Thursday of last week the market for the spot seed closed at $2.63¼ per bushel and on Wednesday of the present week the cash article closed at exactly the same figure. The range of prices during the week was only 1c. higher than these figures and less than a cent below. There are those in the oil trade who can see nothing but much higher prices in the near future. Following are the range of prices, with the higher figures quoted by practically all dealers. One firm only quoted the low price and will probably advance prices at once.

1 to 2 barrels	$1.15-1.20	$1.18-1.23
3 to 5 barrels	1.14-1.19	1.17-1.22
6 to 9 barrels	1.13-1.18	1.16-1.21

Gasoline Held Steady In Very Firm Market

GASOLINE.—The price of gasoline held steady at the advance recorded last week. Quotations range from 28½c to 29c per gallon with benzine one cent per gallon below these figures. Crude oil in the Oklahoma field also held steady at the record price of $1.70 per barrel. Demand for gasoline during the winter season is reported heavier this year than ever before at this time. This is partly accounted for by the fact that more cars are in use and partly because people are using their cars more generally throughout the year as a matter of convenience.

Arsenate of Lead Prices Announced

ARSENATE OF LEAD.—New prices for arsenate of lead have been announced by the grinders during the week. There is very little change in prices over those prevailing at the time previous quotations were withdrawn. Where the change has been made in an upward direction it is stated to be inconsiderable in amount. Following are the prices for less than ton lots:

	Per 100 lbs. Dry	Paste
1-lb. tins	$29.50	$21.00
2-lb. tins	....	18.00
5-lb. tins	27.50	14.00
10-lb. tins	26.50	....
25-lb. casks	26.00	13.00
50-lb. casks	25.50	12.50
100-lb. casks	25.00	11.75
300-lb. casks	....	11.60
600-lb. casks	....	11.00

Arsenate of lime prices are also quoted as follows: 1-lb. tins, $24.50, 5-lb. tins, $22.50; 10-lb. tins. $21.50; 25-lb. casks, $21; 50-lb. casks, $20.50; 100-lb. casks, $20. These prices are per 100 pounds in less than ton lots.

Prices for white lead in oil held steady during the week. It is quoted at $14.80 per hundred pounds in small lots and $14.50 per 100 pounds in ton lots.

Turpentine Steady In Uneventful Market

TURPENTINE.—There was little of interest in the turpentine situation during the week. In the primary market there was a quiet feeling, with business reported as offering, but dealers unable to take it up because they are unable to get shipment on the railroads of the South. Locally the demand has been light. It is anticipated there will be only a moderate demand until about the middle of March, when spring demand sets in. Prices remain unchanged.

1-barrel lots	$0.75-$0.81
2 to 5 barrels	0.74- 0.80
6 to 9 barrels	0.73- 0.79
5-gallon	0.80- 0.88

Inclination for Other Glass Dealers to Advance

GLASS.—There was an inclination during the week for some wholesalers to follow the lead set by one concern last week in advancing the price of glass to 15 per cent. off list. It was stated by one concern that they would in all probability revise their prices upward at this week-end. While there is this disposition to advance, there is still a wide range of prices, instances being noted where the discount was at 30 per cent. The nominal discount for glass at present is 20 per cent. off list, but prices are shaded according to whether the stocks are light or heavy.

PERSONAL

Mr. Allen, of Stephens Hepner, Port Elgin Ontario was in Montreal this week.

Mr. Matheson of United Awl and Neddle Co., West Medway, Mass., was in Montreal this week.

W. Cuzner, of Cuzner Hardware Co., Ottawa was in Montreal during the past week on his way through to Ottawa after a trip to American Cities.

THE *Paint, Oil and Drug Review* states that the big domestic consumption of natural gas has resulted in a weak supply for glass makers in Southern Indiana, with the result that the American Window Glass Co., on December 15, closed its plant at Hartford City, Ind., and a portion of the Johnston plant has also been closed. Attempts will probably be made to use some other fuel.

Why

Does the Daisy Churn Sell Ahead of All Others?

Set it side by side with any other churn and you will see at once. The beautiful, golden-oak finish and the handsome appearance, alone, make it stand out from all others as a superior article. Hoops are painted gold and the frame finished in expensive grey enamel.

The frame is easily assembled, consisting of only three parts which can be put together quickly. The stand is riveted together. There are not a lot of stove bolts to shake loose and cause you and your customer infinite trouble.

It runs three times easier than any dash churn. It is the easiest churn to run that is made, for the barrel turns on bicycle ball-bearings. There is a wide, comfortable treadle for the foot besides the bow lever. (We recommend the bow lever, for it applies power evenly to both sides and does not send the churn creeping in a circle).

If you have not tried the Daisy, order from us or our salesman. Once you make its acquaintance you will wonder why you ever sold any other.

Beatty Bros., Limited

Head Office - **FERGUS, ONT.**

Winnipeg, Man. **Edmonton, Alta.**
Montreal, Que. **St. John, N.B.**

BT Daisy Churn

Quality First

IN the long run quality is the deciding factor in marketing varnish.

Discriminating buyers have learned by experience that the price per gallon is less inportant than quality and uniformity.

Berry Brothers' made-in-Canada varnishes and enamels need no selling arguments because the label is accepted by even the smallest buyers as a guarantee that all products sold under it are right and true to description.

You can increase the volume of your varnish business by featuring Berry Brothers' brands.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONT.

(443)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps. 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok-or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.25; 22 long smokeless, $7.50; 22 long rifle smokeless, $8.75 per M.

Sporting Cartridges Centre Fire Smokeless 303 Winchester, $32.75 per M.; 303 Savage, $32.75; 303 British, $95; 32 Winchester special, $32.75; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $2.60; Berdan Nos 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50, buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12 00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz......	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.........		10 00
No. 3, doz.........		10 80
No. 4, doz.........		11 60
No. 5, doz.........		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb......$1 30
Cut Lace Leather, lb....... 1 50

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.......	5 50
3 sections, 5 ft., doz........	6 80
3 sections, 6 ft., doz........	8 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in.......	7 00
No. 2—18 in.x28 in.......	7 60
No. 3—20 in.x30 in.......	8 00

BOARDS (Ironing)

Size 12x60 ins., doz........	8 00
Size 14x60 ins..............	9 00
Folding, 14x58 ins., doz...	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)..		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814..........	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—⅛ in., $14.70 per 100 lbs.; 3-16 in., $10.20; ¼ in., $7.80; 5-16 in., $6.90; ⅜ in., $6; 7-16 in., $7.65; ½ in., $7.45; ⅝ in., $7.25; ¾ in., $7.15; ⅞ in., $7; 1 in., $6.85.

B.B.B. chain is priced as follows: ¼ in., $13; 5-16 in., $11.10; ⅜ in., $10.30; 7-16 in., $10.05; ½ in., $9.85; ⅝ in., $9.65; ¾ in., $9.50; ⅞ in., $9.35; 1 in., $9.20.

Fire Welded—7-16 in., $6; ½ in., $6; ⅝ in., $6; ¾ in., $6.

B.B.B. Crane Chain—¼ in., $9 per 100 lbs.; 5-16 in., $8; ⅜ in., $7.20; 7-16 in., $7.20; ½ in., $7.20; ⅝ in., $7.20; ¾ in., $7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $12; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS, FOOD .. ..

Universal, No.	0.......	$14.40 doz.
	1.......	17.40 doz.
	2.......	20.40 doz.
	3.......	25.80 doz.

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths..	$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths...	5.15
19, 6-strand, 100-ft.lengths..	4.35
19, 6-strand, 50-ft. lengths..	4.60

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	52 50	53 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, list, plus 10%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

Galvanized	Apollo	Crown	Gorbals
18x24x52 .	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$22 00
IX, 20x28 base	26 00
IXX, 20x28 base	30 00
IXXX, 20x28 base	34 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	9 00
IX, 20x28 base, 56 sheets..	10 00
IXX, 20x28 base, 56 sheets	12 00
IXXX, 20x28 base, 56 sheets	14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 200 lbs., $15.50; 216 lbs., $16.50.

COKES, BRIGHT

Bessemer Steel—

14x20 I.C. base	8 75
20x28 I.C., double box.....	17 50

CLOCKS

Big Ben 2 40

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Sbk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle....	60
Disston Brand	60
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

TRADE-MARK

Every Farmer in Your District Will Spray This Spring

Are you prepared to supply the Spray Materials that prosperity will bring into greater use than ever before?

This spring your farmer customers will insist on efficient insecticides rather than those low in price—but if your brands combine quality with economy your sales will surely be increased.

C.P. Kalcikill
C.P. Paris Green
C.P. Arsenate of Lead

(Paste or Dry)

All are products of the highest standard qualities—the best values that money will buy and are guaranteed.

C.P. Kalcikill is a new insecticide that is sure to be in great demand because of its remarkable efficiency, easy application and low price.

Place your orders at once and be ready for your share of the Spray Material trade this spring.

The "C.P. Full Line Agency" is the best profit producer of all paint agencies. Ask us to tell you about it.

Canada Paint Company, Limited

572 William St., MONTREAL
112 Sutherland Ave., WINNIPEG

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 60
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $18; 9-16 in., $27.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffietrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	7 30
Atlas, No. 2	8 50
Stearns, 4 in.	6 00
Stearns, 5 in.	8 40
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	7 00
Steel track, 1¼ in.	6 75

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 35
Perfection No. 130, N.P., ea.	3 75
Perfection No. 125, Jap., ea.	3 25

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 00
Over 14 in., per 100 lbs.	6 50
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.90; No. 1 and smaller, $5.15; show pattern, No. 2 and larger, $5.15; No. 1 and smaller, $5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $5.35; No. 1 and smaller, $5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.75; special countersunk steel, all sizes, 0-4, $7.25; toe weight steel shoes, all sizes, No. 1 to 4, $7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.		
Refined iron, per 100 lbs.		
Angles ....base		
Horseshoe iron, per 100 lbs.		
Norway iron		
Mild steel		
Band steel		
Sleigh shoe steel		
Tire steel		
Toe calk steel		
Mining tool steel, per lb.		
Cammell Laird, lb.		
Sheet cast steel, lb.		
Black Diamond too steel, per lb.		
Silver tool steel, lb		
Spring steel		

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 15
Mrs. Potts, No. 50, nickel-plated, per set	1 30
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	19c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.		8 50
Jumbo, doz.		10 00
Jap'd Dash, doz.		11 25
Search Dash, doz.		11 75
Searchlight, No. 20, doz.		19 50
All brass		24 75
Little Bobs	1 75	2 35
Copper, well japanned, doz.		14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast		0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	3 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LEAD

Pig, see weekly report.	Mont'l	Tor'to Lb.
Lead wool	0 13	0 12
Sheets, 3 lbs. sq. ft.	0 13¾	0 12¼
Sheets, 3½ lbs. sq. ft.	0 13¾	0 12¼
Sheets, 4-6 lbs. sq. ft.	0 13½	0 12

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A.	16 00
New Century, style B.	17 50
Playtime, engine drive	18 00
Ideal Power	30 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A.	8 50
B.T. Bonnie, style B.	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch,	..$1	3 inch	... 10c
1⅛ inch,	..$1	3¼ inch	... 10c
1¼ inch.	..65c	3½ inch.	.. 10c
1½ inch.	..40c	4 inch.	... 5c
1¾ inch.	..40c	4½ inch.	.. 5c
2 inch.	..30c	5 inch.	base.
2¼ inch.	..30c	5½ inch.	base.
2½ inch.	..15c	6 inch.	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. **Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.**

Standard Steel Wire Nails, f.o.b. **Toronto, London, Hamilton, Milton, $4.70 base.**

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails — Montreal, $4.50 base; Toronto, $4.50 base; London, $4.50.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

The Hardware Merchant Dealing in Automobile Accessories

Car Owners are looking for Tire Preservative

RAMSAY'S Automobile TIRE PAINT WHITE

MANUFACTURED BY A. RAMSAY & SON Co

MONTREAL.

BRANCHES. TORONTO, VANCOUVER.

ESTABLISHED 1842

Ramsay's Tire Paint Preserves and Beautifies

A. RAMSAY & SON CO. - *Established 1842* - MONTREAL

The only profitable brush to handle

Is the kind that brings buyers back FOR MORE

M & S 1852

Meakins Quality

MAKES STEADY CUSTOMERS OF THE BEST OF PAINTERS

MEAKINS BRUSHES HAVE A FLEXIBILITY THAT ASSURES EASY MANIPULATION AND THERE ARE NO FALLING BRISTLES TO AGITATE THE USER.

Send for our catalog and then order from your jobber.

If he cannot supply you, we will do so quickly.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

C Brand.

Size.	C Brand. Per box of 25 lbs.
No. 3	$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	3 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, $7.70.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...$1.80	48 inch...$ 6.20
18 inch... 2.65	60 inch... 7.70
24 inch... 3.40	72 inch... 9.20
30 inch... 4.00	84 inch... 10.50
36 inch... 4.75	96 inch... 12.00
42 inch... 5.50	

1½ inch mesh and 19 ga. wire.

12 inch...$3.50	42 inch...$10.50
18 inch... 5.00	48 inch... 12.00
24 inch... 6.30	60 inch... 15.00
30 inch... 7.75	72 inch... 18.00
36 inch... 9.00	

1 inch mesh and 20 ga. wire.

12 inch...$ 4.00	42 inch...$12.00
18 inch... 5.50	48 inch... 14 00
24 inch... 7.00	60 inch... 17.00
30 inch... 8.50	72 inch... 20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...$10.50	36 inch...$15.00
30 inch... 12.75	

(½ inch mesh and 22 ga. wire)

24 inch...$16.50	36 inch...$24.00
30 inch... 20.10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting, 30, 10% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	$20.75-$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	18 00
U.S. Navy (English)	16 50
Plumbers (spun)	$8.00-$8.50

OIL

	Montreal	Toronto
Can. prime white petrol	0 13	0 12
Royalite	0 13	0 12
Palacine	0 16	0 15
Lampoline	0 14	0 13
Electroline	0 17	0 16
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12
Black Oil (Winter)	0 12½	0 12½
Cylinder Green	0 35	0 36½
Paraffine	0 24	0 19½
XXX Machine	0 25½	0 22
Fuel oil, bbls.	0 12¼	0 11¼
Fuel oil tanks	0 11¼	0 10¼

OLD MATERIALS

Tea lead, 5¾c lb.
Lead, heavy, pipe, etc., 7¾c.
Brass, yellow, 15½c; red, 19c.
Brass, light, 10c lb.
Zinc, heavy, 7½c lb.
Copper, heavy, 23½c lb.
Old cast iron, $15.50-$16 per ton.
Stove plate, $11.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 8¾c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb; auto tires, etc., 5½c. bicycle tires, 2½c.

PACKING Per lb.

Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 70
Tarred Felt, per 100 lbs.	2 85
Asbestos Sheeting, (per 100 lbs.)	$8 00-12 00
Carpet Felt, 16 oz., per 100.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black	Galvanized
	Per 100 feet	
⅛ in.	$ 4 25	$ 5 75
¼ in.	3 54	5 67
⅜ in.	3 54	5 67
½ in.	4 59	6 16
¾ in.	5 64	7 76
1 in.	8 33	11 48
1¼ in.	11 27	15 53
1½ in.	13 48	18 56
2 in.	18 13	24 98
2½ in.	28 67	39 49
3 in.	37 49	51 64
3½ in.	46 92	63 94
4 in.	55 59	75 76
Lapweld—		
2 in.	21 09	27 57
2½ in.	31 59	41 83
3 in.	41 31	54 70
3½ in.	51 52	68 54
4 in.	61 04	81 21
4½ in.	71 12	94 62
5 in.	82 88	110 30
6 in.	107 50	143 00
7 in.	142 80	186 80
8 in. L.	150 00	196 30
8 in.	172 80	226 10
9 in.	207 00	270 80
10 in. L.	192 00	251 20
10 in.	247 20	323 40

Terms 2% 30 days, approved credit.

Prices Ontario. Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 55%.

4" and under, running thread, 40%.

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 35% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	% 55	% 55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

PUMPS

Cistern Pumps	30%
Set Lengths	35%
Brass Lined Cylinders	30%
Brass Body Cylinders	25%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll	1 65
Samson, 2-ply, roll	2 25
Samson, 3-ply, roll	2 80
Pluvius, 1-ply	1 40
Pluvius, 2-ply	1 90
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	$4.50-$5

Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis .... lb.	27
British Manila basis	22½
New Zealand hemp basis	22½
Sisal basis	20½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	20½	
Double lath yarn	21	
Yacht marline, tarred	46	
White polished halyards	23	
Hemp, deep sea line basis	36	
Hemp, tarred ratline basis	32	
Hemp, tarred bolt rope basis	34	
Marline and Houseline	34	
Jute rope basis	15½-16½	
Italian rope basis	36	
Cotton, ⅛ lb.	0 42	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 20%. No discount allowed on stamping charge.

F.o.b. Toronto. Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	..
Hexagon cap	..

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	9 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	6 00
12 gauge	6 00	6 00
14 gauge	5 40	5 40
16 gauge	5 60	5 60
18-20 gauge	5 55	5 55
22-24 gauge	5 60	5 60
26 gauge	5 60	5 65
28 gauge	5 75	5 75

SHEETS, CORRUGATED

Per 100 sq. feet.

	Per 100 sq. ft. Galvanized
28 ga.	$ 6 00
26 ga.	6 50
24 ga.	10 00
22 ga.	12 00
20 ga.	14 00
18 ga.	18 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$ 8 30
U.S. 28	8 00
U.S. 26	7 70
22 and 24	7 55
18 and 20	7 40
14 and 16	7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 35
16 gauge	7 40	6 45
18-20 gauge	7 60	6 60
22-24 gauge	7 80	6 75
26 gauge	8 00	6 90
28 gauge	8 40	7 20
10¾ ozs.	8 85	7 50

Add 15c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 30	8 00	8 00
22-24	8 50	8 20	7 80
26	8 75	8 50	8 00
28	9 00	8 75	8 40

Less 25c in case lots.

SHINGLES Per square

Standard galvanized $6 75
Shipping weight, 90 lbs.
Standard painted 5 00
Shipping weight, 80 lbs.
Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES List

Boys' Hockey, polished	1 25
Scotia	3 25
Dreadnought	3 50
MicMac	5 00
Velox	6 50
Regal, 189	6 00

Discount 30%.

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

SOLDERING COPPERS.

Base, per lb., 61c cents.

The Organization Behind the CROWN DIAMOND Products

This group of McArthur, Irwin, Limited, and affiliated factories, will give you an idea of the tremendous forces behind the CROWN DIAMOND PAINT PRODUCTS.

The reduction in overhead expense due to having this group of factories under one head, combined with the control and manufacture of the raw materials, means economy in production. The dealer who is fortunate enough to be linked up with CROWN DIAMOND PAINT PRODUCTS derives the benefit. The building and strength of an organization of this character is not due to the progressiveness and enthusiasm of the principals alone, but to the making of a good product and reliable dealings at all times.

CROWN DIAMOND PAINTS (the New-Old Line) have proved their endurance since 1842.

Distributors:
W. B. DALTON & SONS LIMITED
Kingston - Ontario

H. J. DUPONT & SON
Ottawa - Ontario

McArthur, Irwin, Limited

Montreal *Established 1842* **Toronto**

Crown Diamond Paints
Mc Arthur, Irwin, Limited

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30 and 5%	....	20 and 10%
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	30 and 2½%	30 and 2½%	30 and 2½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	30 and 2½%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen—— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES Per cwt.

Fence staples, bright, kegs 4 85
Fence staples, galv., in kegs 5 70
Fence hooks, galv..... 5 70

In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's

Boudoir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea... 7 25
Ontario, 2-passenger, ea... 6 25
Baby, ea. 4 00

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe Findings List adopted Aug. 10, 1916—New list under advisement.
List of Capped Goods adopted Jan. 1, 1916....70-10%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)

G. G. Square head and half round

Size In girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 35%.

TRAPS (GAME) %

Victor 67½
Jump 60 5
Hawley & Norton 55
Newhouse 35

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS

No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES %

Ground work 45-47
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath Cocks
Standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam Cocks
Standard 53
High grade 50
Radiator valves, standard... 20
High grade 30
Patent quick opening valves 60

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen.. 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz... 41 75
Garden, steel wheel, doz... 53 00
Light garden, each 37 25

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. ..... 70 %
Brass Screw Hooks ..... 70 %
Brass Gate Hooks and Eyes ..... 70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $5.25; No. 10, $5.30; No. 11, $5.40; No. 12, $5.50; No. 13, $5.60; No. 13½, $5.60; No. 14, $5.75; No. 15, $6.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.20; No. 19, $6.70.

F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Toronto	London
Barb	$4 70	$4 50
No. 9 pl. galv....	4 25	4 25
No. 12 pl. galv....	4 40	4 40
No. 13 pl. galv....	4 50	4 50
No. 9 coil sp.....	4 25	4 30
No. 12 coil sp....	4 50	....
No. 10 O. & A....	5 16	5 16
No. 11 O. & A....	5 22	5 22
No. 12, O. & A...	5 30	5 30

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 96
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Regular, 65%.
Trimo, 50, 5% off list; parts, 50%; Stillson, 50, 5%; parts, 50%; Coes, 10%.

WRINGERS—MOP.

White, No. 1, each..... 1 50

MACLEAN'S MAGAZINE *for* February

Just suppose you were made Editor of MACLEAN'S MAGAZINE for one issue!

WHAT would you provide for your readers? You would probably want some good short stories, and you would like to offer chapters of a good serial. You would want something in lighter vein. Perhaps some verse. Certainly some serious articles of an informative and critical nature. Probably you would want everything—contributions and illustrations—to be by Canadians. Good! But who are they? And could you get their work?

Look at what the regular editor, T. B. Costain, has provided for the February issue of MACLEAN'S:

A serial story by **Sir Gilbert Parker**—"Jordan is a Hard Road."

A short story by **H. G. Wells**—"Into the Abyss."

A complete novelette by **A. C. Allenson**—"Danton of the Fleet."

A gripping sketch of "The Greatest Hotelman in the World"—a Canadian, by name John McE. Bowman, of the Hotel Biltmore, New York; and the man behind the Manhattan Hotel, New York, and the hotel now building in the same city, The Commodore, and the new Canadian hotel, The Devonshire, to be built this year in Toronto. **W. A. Craick** gives the story of this remarkably successful and interesting man—a veritable romance of achievement.

Stephen Leacock is in the February MACLEAN'S with one of his inimitable sketches—this one entitled—"In Merry Mexico." What a fancy, what a humor this man has! He roams the earth, and always is visiting some land or country in the spotlight of the world's history.

Then Editor Costain has **Miss Agnes C. Laut** in the February issue with a timely and thought-provoking article, "The Elections and Canada." She is writing of the American elections of last November, and in her virile style and with her amazing inside knowledge of things political, she gives all Canadians much to think about, and a wider vision of the place Canada holds in world affairs—dwelling especially on the new Anglo-Saxon relations which will be the result of the war now being waged, and which gives promise of involving the United States. Miss Laut's contribution is well worth reading.

H. F. Gadsby, free lance, ever a-tilting at politicians and politics, and never failing to get under the guard of parties and partisans, writes sparklingly on "How Premiers Control Their Cabinets" — of piquant interest in view of Sir Sam Hughes's recent encounters with Premier Borden. Gadsby studies other Canadian Cabinets than those of Premier Borden's. Good reading, this.

Then Editor Costain starts in this February issue of MACLEAN'S a new department—snappy biographical sketches and zestful stories of notable and interesting Canadians. You will enjoy this yourself and so will all others to whom you may introduce MACLEAN'S MAGAZINE.

The usual departments—Review of Reviews and "Information for Investors"—are present as usual; and illustrations by these Canadian artists, C. W. Jefferys, Harry C. Edwards, Lou Skuce, E. J. Dinsmore, assist to give the February MACLEAN'S *distinction and appeal.*

Now if you have been keeping in mind yourself—as a possible editor of MACLEAN'S MAGAZINE for a single issue—do you think you could excel or equal what the regular editor has provided for MACLEAN'S readers?

At All News-Agents, Fifteen Cents

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $7.40 per 100 lbs.; 5 lb. packages, $7.20 per 100 lbs.; white, 2½ lbs., $6.80 per 100 lbs.; 5 lbs., $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$1 35
Weighted, 20 lbs., doz..... 1 60

COATING

Cement Coating $2 55 2 75

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 22
Signwriters' black, pure.. 0 24
Marine black, 25-lb. lrons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 25
English common sheet.... 0 25
English prima 0 30
White pigsfoot 0 38
Cake, bone, 112-lb. bags.. 0 25
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags....45-60
Ground glues, 112 lb. bags—
No. 1 ..... 0 25

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	....	22 75
85 to 90	....	24 35
91 to 94	....	25 00
95 to 100	....	29 00
101 to 105.....	....	32 00
106 to 110.....	....	37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure $14 30		$14 50
Crown Diamond... 14 30		14 50
Green Seal 14 30		14 50
Tiger Pure 14 30		14 50
Ramsay's Pure 14 30		14 50
Moores Pure 14 30		14 50
O.P.W. Dec. Pure.. 14 30		14 50
Red Seal 14 30		14 50
Decorator's Pure .. 14 30		14 50
O.P.W. English ... 14 55		14 75
Elephant Genuine . 14 55		14 75

B.B. Genuine Lead, less than tons, $16.20 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 500-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles $29 50		$21 00
2-lb. bottles		18 00
5-lb. bottles 27 50		14 00
10-lb. bottles 26 50		....
25-lb. irons 26 00		13 00
50-lb. irons 25 50		12 50
100-lb. irons 25 00		11 75
300-lb. irons		11 60
600-lb. casks		11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.60. White in lb. pkgs., per 100 lbs., $6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white $3 05	
B.H. English, colors 2 80	
Crown Diamond, white..... 2 80	
Crown Diamond, colors..... 2 55	
Fresco Tone, white 2 70	
Fresco Tone, colors 2 50	
Moore's House Colors 2 50	
Moore's Floor Paint 2 20	
Moore's Egyptian Paint ... 1 95	
Moore's Sani-Flat 2 10	
C.P.C. Pure, white 2 95	
C.P.C. Pure, colors 2 55	
O.P.W. Can. Brand, white.. 2 80	
O.P.W. Can. Brand, colors. 2 60	
O.P.W. Can. Brand, floor.. 2 20	
O.P.W. Flat Wall, white .. 2 70	
O.P.W. Flat Wall, colors.. 2 50	
Ramsay's Pure, white 2 85	
Ramsay's Pure, colors 2 60	
Martin-Senour, 100% white. 3 05	
Martin-Senour, 100% colors. 2 80	
Senour's Floor Paint 2 50	
Senour's Porch Paint 2 80	
Senour's New-Tone, white.. 2 70	
Senour's New-Tone, colors. 2 50	
Sherwin-Williams, white .. 3 05	
Sherwin-Williams, colors .. 2 80	
Flat Tone, white 2 70	
Flat Tone, colors 2 50	
Lowe Bros. H.S., white ... 3 05	
Lowe Bros. H.S., colors 2 80	
Mellotone, white 2 70	
Mellotone, colors 2 50	
Minerva, white 2 85	
Minerva, colors 2 65	

PARIS GREEN

	Mun-ro's	C.P. Co.	Berg-ers
600-lb. bbls.			
250-lb. kegs	"		
100-lb. drums ...	"		
50-lb. drums	"		
25-lb. drums			
1-lb. 100s, pkgs..	"		
½-lb. 100s			
1-lb. 100s, tins ..			

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2 35 $2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ barrels	0 06½
Barrels	0 06

PUTTY Standard

Montreal	Toronto

See weekly report.

Bulk, in casks ...	2 90	3 10
Bulk, 100-lb. drums	3 35	3 55
Bulk, 25-lb. drums	3 45	3 65
Bladders, in bbls..	3 60	3 85

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.70 to $2.90.
Pure Orange, gal., $2.45-$2.70.

Gum, 44c lb.; finest orange, 49c lb.; finest white, 60c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

Montreal	Toronto

See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....

VARNISHES Per gal cans

Gold Medal .....$ 2 05
Maritime Spar 4 25
B.-H. Stovepipe Varnish, ½ pints, per gross..... 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor... 2 75
Jasperite Interior and Exterior 2 25
Jasperite Pale Hard Oil. 1 60
Jasperite Floor Finish... 2 25
Marble-ite Floor 2 54
Wood-var 2 54
Finest Interior 2 86
Durable Floor 2 40
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Kopal ....
Spar-Not 3 03
Kyanize Spar 4 50
Kyanize Cabinet Rubbing 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50

WATER PAINTS

Opalite, 300 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

Fancy 0 16
Lion 0 14½
Standard 0 13
Popular 0 11¾
Keen 0 10½

WASTE, WOOL PACKING

Arrow 25
Axle 20
Anvil 15
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41–44c
Johnsons 41–44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 20
Barrels 1 00-1 05
$4 extra for barrels.

Varnish de Luxe

Before it is applied, poor varnish looks very similar to good varnish. For this reason varnish is a difficult thing to buy, and the purchaser can only be guided by reputation and past performances.

There is a great difference in varnishes. because there is a great difference in methods of manufacture and materials used.

DOUGALL VARNISH

is made in an up-to-date factory devoted entirely to the manufacture of varnishes, equipped with the most modern machinery, manned by the most expert help. Every gallon of varnish is rigidly inspected, tested and aged. You will be safe in recommending it to your customers—we will stand back of your guarantee.

WRITE US.

THE DOUGALL VARNISH CO., LIMITED, MONTREAL

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

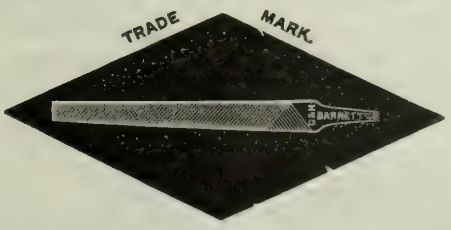
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$7 50	$12 50
Double Bit	13 00	15 00
Broad Axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8¾c; ⅜, 7¾c; tie out, 65%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 8½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 40 p.c.; Blacksmith, ½ in. round shank, 35 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12 oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)

20% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.40; No. 2 and larger, $5.15; snowshoes, No. 0 to No. 1, $5.65; No. 2 and larger, $5.40; steel, No. 0 to 1, $5.85; No. 2 and larger, $5.60; featherweight, $7.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz., or 28 Eng.	8 40	8 40
28 Am. or 26 Eng.	8 10	8 10
26 Am. or 26 spec.	7 80	7 80
24	7 65	7 65
22	7 65	7 65
18 and 20	7 50	7 50
16 Am.	7 50	7 50

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Potts No. 50 set 1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $4.40.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots, 2c advance over list; case lots, 1c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 32c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, 14c; less quantities, 16c.

PICKS, Clay, 6-7, $7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 28	$ 6 75
⅜ inch	4 37	6 84
½ inch	5 67	7 47
¾ inch	6 98	9 41
1 inch	10 35	13 91
1¼ inch	13 95	18 81
1½ inch	16 70	22 50
2 inch	22 50	30 2[illegible]
2½ inch	35 51	47 84
3 inch	46 44	62 55
3½ inch	58 05	....
4 inch	68 76	....
4½ inch	86 40	....
5 inch	100 80	....
6 inch	130 50	....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $6.25; full polished, $7.25; 18 x 24, half polished, $6.25; full polished, $7.25; 20 x 28, half polished, $6.50; full polished, $7.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS

Iron rivets, 20 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 21½c base; pure Manila, 28½c base; British Manila, 23½c base; lath yarn, 21½c base; African hemp, 23½c base; cotton rope, ¼ and over, 43c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.)

10 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	5 85
12 gauge	5 90
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 05
22-24 gauge	6 10
26 gauge	6 15
28 gauge	6 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No 4, $10.65 doz.; No. 6, $11.40; No. 8, $12.10; No. 10, $12.80; Moose and Jones Scoops, No. 4, $11.85 No. 6, $12.50; No. 8, $13.15; No. 10, $13.85 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east, octagon tool steel, 12½c base; square tool, 13½c base; spring, $4; machine, $5 base; tire, $4.50.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25+.

TIN AND TIN PLATE

20 x 28 I.C.	$18 00
20 x 28 I.X.	19 50
20 x 33 I.C.	20 50
20 x 33 I.X.	22 50
Terne plates	15 50

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15%+75c; full boxes, iron, 20%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.05; less than ton lots, $15.35.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.30; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.45 Winnipeg; $6.05 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $5.70; 10, $5.75; 12, $5.90; 14, $6.05; 15, $6.20; 16, $6.35 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square sizes from ¼ to 1¼ inches, lengths up to 60 feet.

BOILER TUBES

Just now nearly all boiler owners are overhauling their boilers and you should be able to send us many orders for new tubes. We carry from 2 inch to 4 inch tubes in stock for immediate shipment.

We carry on hand, ready for immediate delivery, a 6,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

PYRENE
The Universal Fire Extinguisher

IS ALWAYS READY

Never Deteriorates, Freezes or Corrodes

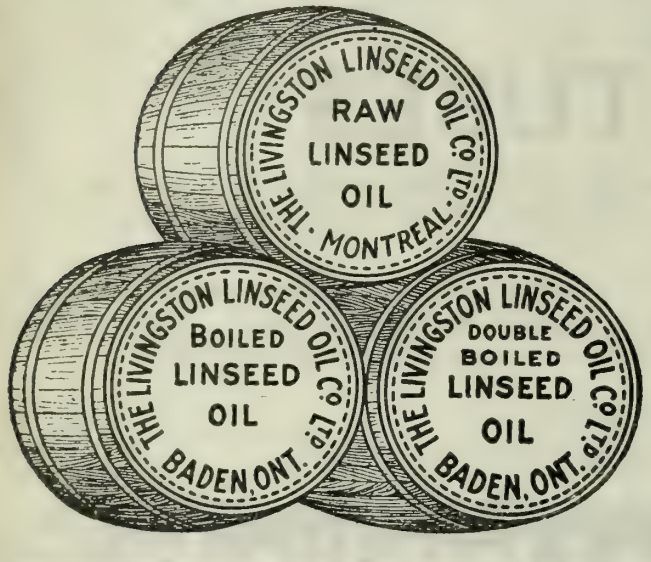
PYRENE

will put out all kinds of fire, gasoline or oil. It is as effective on an arc of 100,000 volts as on burning shavings. It is a non-conductor, will not injure the finest fabrics and will not freeze at 50 degrees below zero.

GREAT WEST ELECTRIC CO., LIMITED

Winnipeg, Manitoba

No New Seed Used in



LIVINGSTON BRAND
LINSEED OIL

This is the outcome of fifty years practical experience—experience which stands between you and satisfied patrons.

New seed, though fully matured, and the oil, though well boiled, can never give the high standard quality in oil that you get in Livingston Brand.

To make sure of the **STANDARD** quality, raw and boiled linseed oils, always insist on your jobber supplying you with Livingston Brand (**always in the blue barrels**). If he cannot supply you write direct to us.

The Dominion Linseed Oil Co., Limited

Baden **Toronto** **Montreal**

No. 92

FACTORY · PRODUCTS · LIMITED · TORONTO · FPL

PLUG
Clusters

Two outlets from a single socket.

These plug clusters give an extra socket without extra wiring, and are very serviceable for attaching household electrical devices, such as portable lamps, flatirons, fans, etc.

Standard finish in brushed brass.

Quick and very profitable sellers.

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario

First Sales are Forerunners of Many Repeat Orders

It takes but a few minutes to mend leaks in graniteware, brass, iron and tin vessels, hot water bottles, etc., with

MENDETS
A PATENT PATCH

The operation is very simple no cement, solder or rivets required.

Modern Marvels. Millions in use.

They sell on sight. Display containers free

The following wholesale hardware merchants sell Mendets: Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C., Crowell Bros., Halifax, Nova Scotia.

Collete Mfg. Company, Collingwood, Ont., Canada

ALMOST A CLEAN SWEEP

made by

MARTIN-SENOUR DEALER-AGENTS

A striking proof of the fact that the best hardware stores sell the best paint is shown in the recent announcement of the winners of HARDWARE AND METAL'S Christmas Window Contest.

Out of 8 Prize-winners—6 are M-S Dealer-Agents

The contest was divided into two classes—towns over 5000 and towns under 5000. In the first class all four prize-winners were M-S Dealer-Agents.

In the other class two prizes, the first and fourth, went to M-S Dealer-Agents.

Here Is the List—All Winners

Class I

1st Prize, Fawcett Hardware Co., Saskatoon
(H. W. Pott)

2nd Prize, Bond Hardware Co., Guelph
(Chas. Byford)

3rd Prize, Sumner Co., Moncton
(Alex. Bailey)

4th Prize, Cochrane Hardware, North Bay
(P. E. Hughes)

Class II

1st Prize, E. Miller, Aylmer, Ont.
(Frank Butcher)

4th Prize, Rutherford & Kayser, Simcoe, Ont.

Get into the Winning Class by becoming a Martin-Senour Dealer-Agent.

Jot down a line for our proposition.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

If interested, tear out this page and keep with letters to be answered.

DELTA FILES

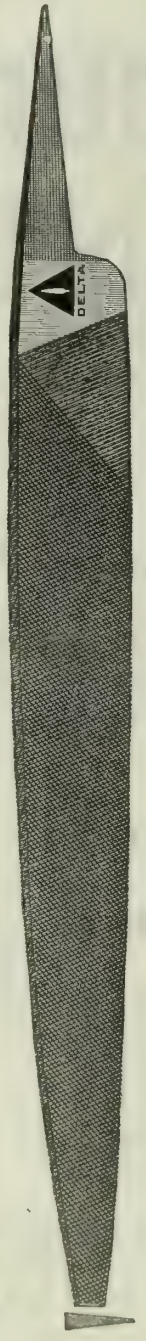
remove metal quickly for the user and move stock quickly for the dealer.

They make easy work of tough cutting propositions and stay sharp after others are discarded.

Tests prove their superiority.

You'll find the agency for this line exceedingly profitable.

Delta Agents are supplied with very effective advertising matter which greatly assists in getting new customers.



TRADE MARK
DELTA

DELTA FILE WORKS
PHILADELPHIA, PA., U.S.A.
CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
All Leading Jobbers.

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.
LONDON CANADA
Sales Agents
Manitoba, Bissett & Webb, Ltd., Winnipeg.
British Columbia, MacPherson & Teetzel, Vancouver

BAR IRON

I.N.C.

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

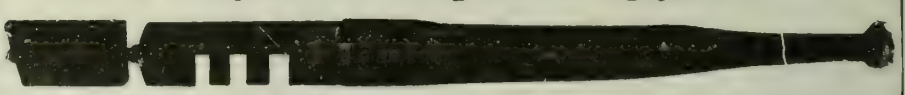
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

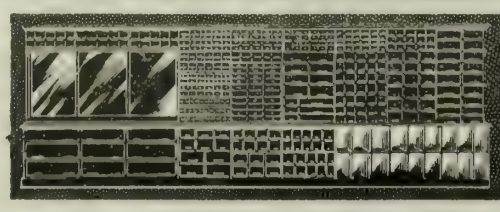
The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is right. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

The family that uses Lowe Brothers Paints are ready spenders

They are people of judgment. They are observant. They have inquired carefully and know that Lowe Brothers' High Standard Paints spread better and last longer than any other kind they can buy.

Our big, co-operative advertising campaigns are always hard at work bringing just this kind of prosperous, hard-headed paint users into our dealers' stores. There isn't a paint user or "paint prospect" in any square yard of territory served by any of our dealers, who isn't reached again and again by our unusual publicity methods.

We certainly have the Paint—the Publicity—the Service. Do you want them to make more money for you than you ever dreamed of getting from your Paint department? If so, write us for particulars to-day.

Lowe Brothers LIMITED
TORONTO

Lyon Paint & Glass Company, Limited, Winnipeg

If interested, tear out this page and keep with letters to be answered.

OWL BABBITT METALS

We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells $1-0 a month. The profit each month pays half his rent. What about you?

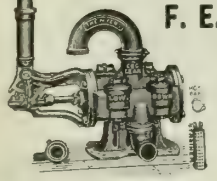
OWL METAL CO. - WINNIPEG

MYERS TANK PUMPS
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Unrivalled in strength and finish

The "Hercules"
is top-notch in
Step Ladder
construction

The wide top, sides, steps and all stock entering into it is carefully selected from the finest material.

The nails which pass into the end of each step are firmly held in place by a patent malleable iron washer, an exclusive feature of great value and importance when durability is considered. Iron rods connecting these washers form with a small block under the centre of each step, a truss support, the tension of which can be readily adjusted.

The lock used is the celebrated "Boyer's Faultless," another exclusive feature of much merit.

The ears are of malleable iron, and all braces are bound with steel angles.

It is the strongest and most perfect ladder made.

Write for prices.

The Stratford Mfg. Co., Ltd.
STRATFORD, CANADA

ONTARIO OIL & TURPENTINE COMPANY
TORONTO, ONTARIO
SUCCESSORS TO
Colonial Varnish & Color Co.
TORONTO, ONT.
TURPENTINE IMPORTERS
AND
LINSEED OIL DEALERS

We import Pure White Gum Spirits of Turpentine in new white oak barrels.

Prices quoted Jobbers and Manufacturers on application.

WHOLESALE ONLY

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

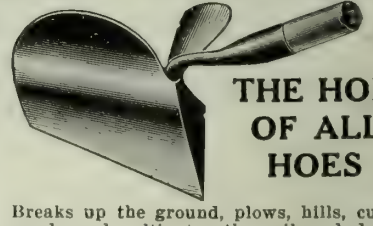
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by

SCHOENER MFG. COMPANY
St. Cloud, Minn.
Eastern Canadian Distributors:
Louis A. Larson, Ottawa.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

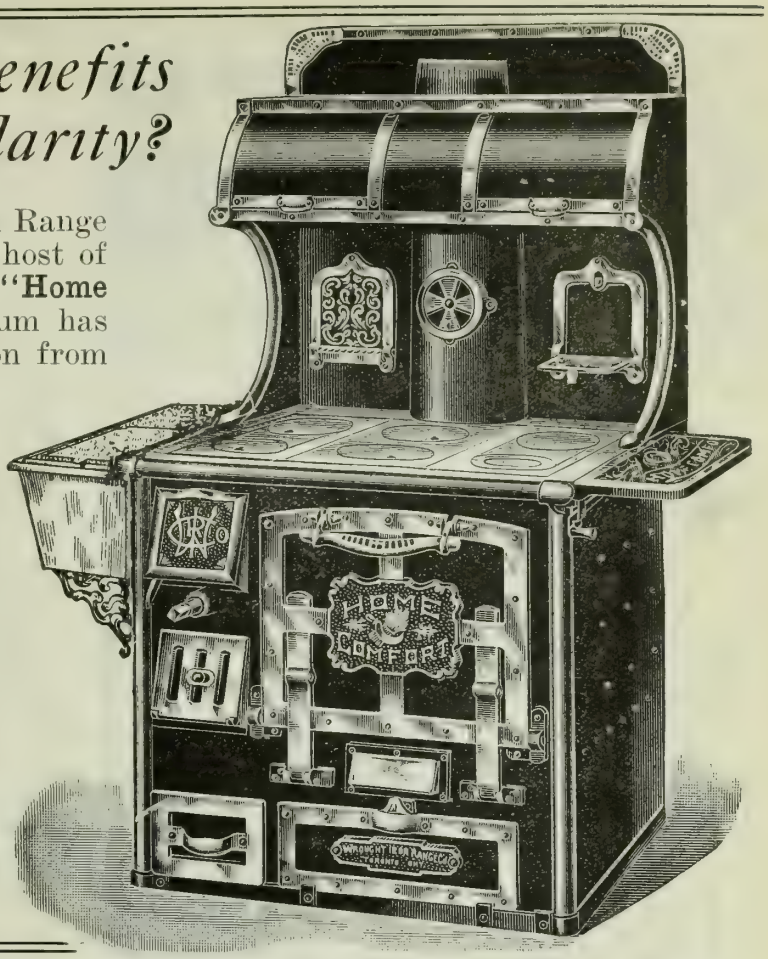
Are You Getting the Benefits of "Home Comfort" Popularity?

The **"Home Comfort"** Malleable Steel Range has made good for 20 years and won a host of friends—a total of 50,000 are using the **"Home Comfort"** Range and a great momentum has been given the sales by recommendation from these satisfied users.

"HOME COMFORT" is an economy. It saves fuel, makes baking a pleasure and is very easy to manage. It is a woman's ideal — built largely on suggestions from the women themselves.

Selling **"Home Comfort"** is a pleasure and profitable, too! Why not be the agent for your community?

Let us send you particulars.



Wrought Iron Range Co. of Canada, Limited

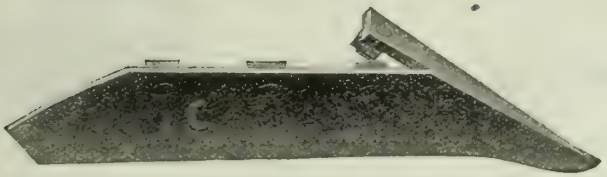
Office: 151 King St. West **TORONTO, ONT.** Factory: 22 Orillia St.

CRESCENT FORGE & SHOVEL CO — TRUE TRADE FIT MARK — HAVANA, ILL. U.S.A.

Fits practically every plow in Western Canada

The Best Share — For Every Plow

Get Latest Lists from Ackland's



Made in soft center and Crucible Steels

OUR WARRANTY

We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plow shares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Over 800 Patterns

Crescent Forge & Shovel Co.

Havana, Illinois, U.S.A.

Crescent Plowshares are sold in Canada by

D. ACKLAND & SON, LIMITED, Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

Wire Cloth

of every description

Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

WRITE FOR CATALCG.

Canada Wire & Iron Goods Company

Hamilton, Ont.

Eastern Representative, H. E. O. Bull, 184 Mance St., Montreal, Que.

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and the price is **Right**

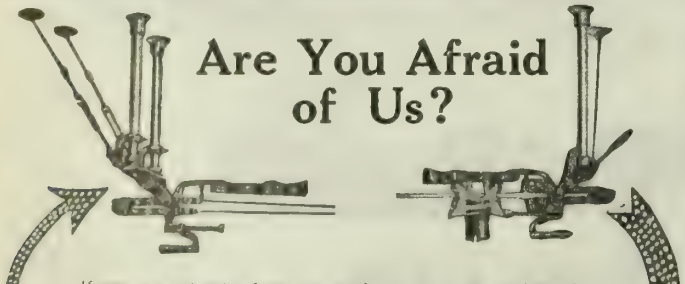
THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

Are You Afraid of Us?



If you are not, why don't you send for the 4-page leaflet we've been offering to you for the past three months and more? It's about YOUR business as well as ours. It is not dangerous to send for it, and many who have sent for it have blessed the day they became acquainted with us and the Gipe-Hazard Store Service. So throw fears to the wind, and write us as follows: "Send Circular."

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

BIG

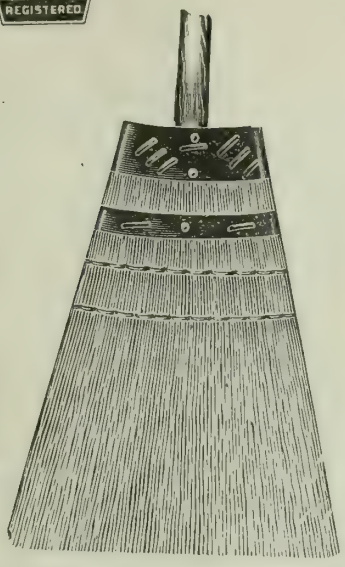
RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

If interested, tear out this page and keep with letters to be answered.

TRADE MARK KEYSTONE BRAND REGISTERED

KEYSTONE Metal Case Stapled Broom
(Patented)



A REALLY excellent Canadian-made broom for heavy work. Cannot be pulled or broken from the heavy maple handle.

Write for prices of all corn or corn and bamboo in various weights.

Stevens-Hepner Company, Limited
Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

"P.&W.Co." SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited
Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

When in need of

Brooms
Brushes
Wrapping Papers
Twines COTTON JUTE HEMP
or
Grocers' Specialties

Ask us.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

If interested, tear out this page and keep with letters to be answered.

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It is a service we give free, and it is printed solely for the convenience of our readers.

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Carborundum Co., Niagara Falls, N.Y.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Aluminum Solder
British Aluminium Co., Toronto.
Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware
The Thos. Davidson Mfg. Co., Ltd., Montreal.
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The Steel Co. of Canada, Ltd., Hamilton.

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National Machinery & Supply Co., Ltd., Hamilton.

Bar Iron
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Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Barn Door Hangers
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canada Steel Goods Co., Hamilton.
R. Dillon & Sons, Oshawa.
Richards-Wilcox Co., Ltd., London, Ont.

Barn Equipment
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Bath Room Fittings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.
Mainer Electric Co., Ltd., Winnipeg.

Belting
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Bird Cages
Andrew B. Hendryx Co., New Haven.

Bicycles and Accessories
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

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D. Ackland & Son.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Blacksmiths' Machinery
D. Ackland & Son.

Boilers, Hot Water
Clare Bros. & Co., Ltd., Preston, Ont.

Bolts and Nuts
D. Ackland & Son.
Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Wks., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

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Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

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Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

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The Dennis Wire & Iron Works, London, Ont.
Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Bread Mixers
Landers, Frary & Clark, New Britain.

Brooms
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

Brushes
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
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Caverhill, Learmont & Co., Montreal.
The Dennis Wire & Iron Works, London, Ont.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New New Britain.
The L. S. Starrett Co., Athol, Mass.

Builders' Hardware
Canada Steel Goods Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
R. Dillon & Sons, Oshawa.
Goodell-Pratt Co., Greenfield, Mass.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Richards-Wilcox Canadian Co., Ltd., London, Ont.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Building Paper
Bird & Son, Hamilton.
Roofers Supply Co., Ltd., Toronto.

Buildings, Portable
Pedlar People, Ltd., Oshawa.

Builders' Supplies
Belyea, Walter Winnipeg, Can.

Burlap
G. F. Stephens & Co., Winnipeg.

Burrs
Parmenter & Bulloch Co., Gananoque.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Hamilton.

Butter Workers and Boxes
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts, Spring
Chicago Spring Butt Co., Chicago.

Calipers
L. S. Starrett Co., Athol, Mass.

Car Movers
R. Dillon & Sons, Oshawa.
Thos. Pink, Pembroke, Ont.

Carriage Hardware
Samuel Trees & Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
D. Ackland & Son, Winnipeg.

Carriage Springs
D. Ackland & Son.

Cans
Thos. Davidson Mfg. Co., Montreal.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

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Dominion Sheet Metal Co., Hamilton.
A. C. Leslie Co., Montreal.
Roofers Supply Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

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Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

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McCaskey Systems, Ltd., Toronto.

Casseroles
Canadian Wm. A. Rogers, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines

Ceilings, Metal
Metallic Roofing Co., Toronto and Winnipeg.
McFarlane, Douglas & Co., Ottawa.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cement
Belyea, Walter, Winnipeg, Can.

Cement, Liquid
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia.

Chain Manufacturers
Greening, B., Wire Co., Hamilton.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

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Greening, B., Wire Co., Hamilton.
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B. J. Coghlin, Montreal.
Greening, B., Wire Co., Hamilton.
The Andrew B. Hendryx Co., New Haven, Conn.
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Chains, Tire
Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

Chair Seats, Fibre
J. E. Beauchamp & Co., Montreal.

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Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns, Hand Power
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Clamps, Rack
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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American Shearer Mfg. Co., Nashua.
Crescent Mfg. Co., New York, N.Y.

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The Western Clock Co., La Salle, Ill.

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Wm. Cane & Sons Co., Newmarket.
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McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Clothes Line
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Hamilton Cotton Co., Hamilton, Ont.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Wringers
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cummer-Dowswell Co., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Landers, Frary & Clark, New Britain.

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Allan Munro Color Co., Montreal.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Cord, Wire Picture
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Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Corage Co., North Plymouth, Mass.

Cornices, Metal
McFarlane, Douglas & Co., Ottawa.
Metallic Roofing Co., Toronto, Winnipeg.
Metal Shingle & Siding Co., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
The Steel Co. of Canada, Limited, Hamilton.

Corrugated Iron
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa Ont.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Wheeler & Bain, Toronto.

Corrugated Aluminum
The British Aluminum Co., Ltd., London, Eng.

Cow Stalls and Stanchions
Bull and Calf Pens.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Cranes, Hand Power
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Cranes, Overhead Travelling
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Crate Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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B. J. Coghlin, Montreal.

Cultivator Hoes
C. S. Norcross & Sons, Bushnell, Ill.

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Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Curling Stones
Belyea, Walter, Winnipeg, Can.

Cuspidors
Thos. Davidson Mfg. Co., Montreal.

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Canadian Wm. A. Rogers, Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Crookes, Jonathan, & Son.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
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Marble Arms & Mfg. Co., Gladstone, Mich.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.
Geo. Wostenholm & Son, Sheffield, Eng.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Derricks
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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R. M. Bowser & Son, Renfrew, Pa.

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Samuel Trees & Co., Ltd., Toronto.

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Pratt & Whitney Co., Dundas, Ont.

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The Stanley Works, New Britain.

Door Checks
Wm. Newman & Sons, Birmingham.

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Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain.

Door Springs
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Pratt & Whitney Co., Dundas, Ont.

Draw Pulls
The Stanley Works, New Britain.

Drills, Brick and Stone
Whitman & Barnes Mfg. Co., St. Catharines.

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Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Eavestroughs
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.
Winnipeg Ceiling & Roofing Co., Wininpeg

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Heating Specialties
Landers, Frary & Clark, New Britain.
National Electric Heating Co., Toronto.
Renfrew Electric Co.. Ltd., Renfrew.

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.
Tallman Brass & Metal Co., Hamilton.

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Landers, Frary & Clark, New Britain.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.

Electric Specialties
Duncan Electric Co., Montreal.
Interstate Electric Co., Toronto.

Electrical Supplies
Duncan Electrical Co., Montreal.
Factory Products, Toronto.

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John Oakey & Sons, Ltd., London, Eng.

Emery
John Oakey & Sons, Ltd., London, Eng.

Emery Cloth
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.

Emery Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
John Oakey & Sons, Ltd., London, Eng.

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Berry Bros., Walkerville, Ont.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Toronto.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son, Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

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Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Corrugated
J. E. Beauchamp & Co., Montreal.
Stanley Works, New Britain, Conn.

Fasteners, Storm, Sash and Screen
Stanley Works, New Britain, Conn.

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Banwell-Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
MacGregor-Banwell Fence Co., Walkerville, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Filters
Darling Bros., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass
A. Ramsay & Son Co., Montreal.

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Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Toronto.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal

Firearms
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Fire Place Furnishings
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Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Wm. Newman & Sons, Ltd., Birmingham, Eng.

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John Oakey & Sons, Ltd., London, Eng.

Food Choppers
Landers, Frary & Clark, New Britain.

Force Cups
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Steel Co. of Canada, Ltd., Hamilton

Ford Specialties
Adamson Mfg. Co., Hamilton.

Forges
D. Ackland & Son.

Friction Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Funnels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces, Hot Air
Clare Bros. & Co., Ltd., Preston, Ont.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.

Gaffs, Fishing
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Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Iron
Dominion Sheet Metal Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
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Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanized Steel Tanks
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Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanized Ware
Thos. Davidson Mfg. Co., Montreal.
H. S. Howland, Sons & Co., Toronto.

Galvanized Wire
Dominion Iron & Steel Co., Ltd., Sydney.
Frost Steel & Wire Co., Ltd., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Garages, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Garage Hardware
Adamson Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
Richards-Wilcox Canadian Co., London, Ont.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
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Gasoline Tanks, Underground
Darling Bros., Ltd., Montreal.

Gates, Farm and Stock
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

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Glass
A. Ramsay & Son Co., Montreal.
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Toronto Plate Glass Importing Co., Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Millers Falls, Mass.
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A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
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A. Ramsay & Son Co., Montreal.
Toronto Plate Glass Importing Co., Ont.

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John Oakey & Sons, Ltd., London, Eng.
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A. Ramsay & Son Co., Montreal.
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Buck Bros., Milbury, Mass.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.

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Millers Falls Co., Millers Falls, Mass.
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cushman Motor Wks., Ltd., Winnipeg.

Grinders, Tool and Sickle
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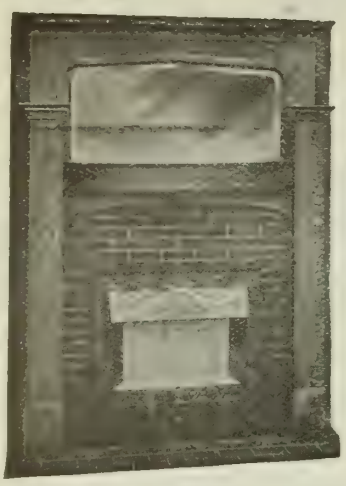

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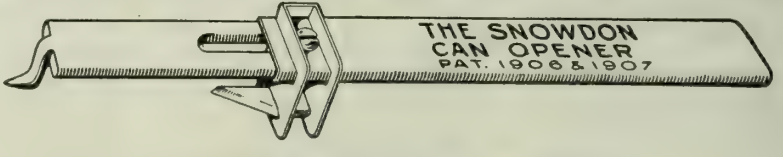

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Victor Saw Works, Hamilton, Ont.
Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.
Hack Saw Machines
Victor Saw Works, Hamilton, Ont.
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Samuel Trees & Co., Ltd., Toronto.
Hammers
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Still, J. H., Mfg. Co., St. Thomas.
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Hand Lanterns
Interstate Electric Novelty Co., Toronto.
Hand Screws
National Machinery & Supply Co., Ltd., Hamilton.
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H. S. Howland, Sons & Co., Toronto.
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
F. E. Myers & Bros., Ashland, Ohio.
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Frost Wire Fence Co., Ltd., Hamilton, Ont.
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Hearth Furniture
Winfield Brewster.
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Canada Steel Goods Co., Hamilton.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.
Hinges, Spring
Chicago Spring Butt Co., Chicago.
Hockey Sticks
Still, J. H., Mfg. Co., St. Thomas.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.
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The Laidlaw Bale-Tie Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.
Hooks, Conductor
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Hooks, Moulding
The Andrew B. Hendryx Co., New Haven, Conn.
Hooks, Hat and Coat
Laidlaw Bale-Tie Co., Hamilton, Ont.
Horns, Automobile
Hyslop Bros., Limited, Toronto.
Horseshoes and Nails
D. Ackland & Son.
The Steel Co. of Canada, Ltd., Hamilton.
Hose, Garden and Lawn
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.
Horse Blankets
Samuel Trees & Co., Ltd., Toronto.
Horse Collars
Samuel Trees & Co., Ltd., Toronto.
Horse Covers
Canadian Consolidated Rubber Co., Montreal.
Hot Plates
Collins Mfg. Co., Toronto.
Ice Cream Freezers
Wm. Cane & Sons, Newmarket, Ont.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.
Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.
Incubators
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Schultz Bros., Ltd., Brantford, Ont.
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Pratt & Whitney Co., Dundas, Ont.
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Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
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Caverhill, Learmont & Co., Montreal.
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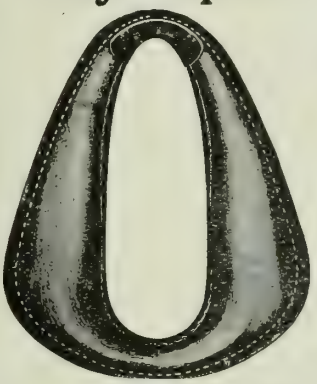
Very Popular Horse Collars



The Famous Langford Collars. Buggy, Team and Lumber Collars. We are very large manufacturers of these goods. Write for our list and prices. Special features are Style, Finish and Durability.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

Our Products are Right in Your Line!

HANDLE THEM AND MAKE MONEY

Lots of wide-awake hardware merchants secure orders for fire escapes, steel shelving and lockers, wire work of all kinds, ornamental bronze and iron, etc., for us and make good money.

YOUR town has several good live prospects even now! Write us for information.

The Dennis Wire & Iron Works Co.
LIMITED
London - - Canada

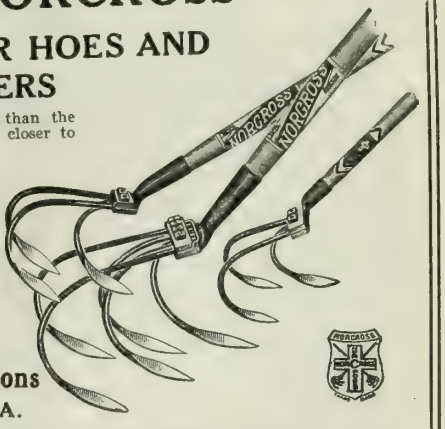
"NORCROSS"

CULTIVATOR HOES AND WEEDERS

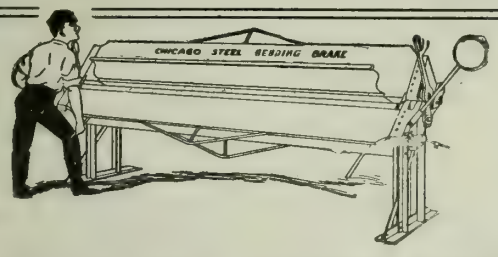
Sell for but a little more than the common hoe, and cultivate closer to plants without injuring them than any other kind of implement, leaving the soil level, loose and untrampled.

"NORCROSS" TOOLS ARE OF THE HIGHEST QUALITY AND FINISH, AND THEY PAY A HANDSOME PROFIT.

Drop a card for full particulars.



C. S. Norcross & Sons
Bushnell, Ill., U.S.A.



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

BOLTS

We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.

All orders filled and shipped promptly

London Bolt & Hinge Works
London Canada

If interested, tear out this page and keep with letters to be answered.

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G. F. Stephens & Co., Winnipeg.

Ventilators
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Wheeler & Bain, Toronto.
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Vises
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North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
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Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

Vulcanizing Rubber
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Wall Paper
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Wall Scrapers
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Wallboard
Belyea, Walter, Winnipeg, Can.

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Washing Machines, Electric and Power
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Waste Baskets
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Washers, Iron
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Wrought Washer Mfg. Co., Milwaukee.

Water Bowls for Animals
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Water Bowls
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing
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Whisks
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Whistles, Steam
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White Lead
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Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Winfield Brewster.
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
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Window Guards
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B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
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Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
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Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Steel & Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
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Wire Products
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The Dennis Wire & Iron Works London, Ont.
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Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs
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Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
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G. F. Stephens & Co., Winnipeg.

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Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing
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Wrenches
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Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

LET JOHN NEW, 154 BAY STREET, TORONTO, sell your business. (4)

BUSINESS WANTED

WANTED—HARDWARE BUSINESS. REply, giving turnover and complete information. Box 423, Hardware and Metal.

ARTICLES FOR SALE

FOR SALE—EIGHT-FOOT BROWN-BOGG Iron Brake, good as new. McMurty Hardware Co., St. Thomas.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

PAPER BALERS

THERE IS MONEY IN USING AND SELLing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SITUATIONS WANTED

EXPERIENCED SALES MANAGER wishes similar position or assistant. Eighteen years' experience in paints, oils, glass, varnishes and hardware. Have special training in mercantile credits. Excellent connection in Western Canada, and can get results. Reply Box 421, Hardware and Metal.

HARDWARE SPECIALTY SALESMAN with excellent connection in Ontario desires road position. Has "done his bit" in France, and while now medically unfit for service is perfectly fit for certain duties. Box 420, Hardware and Metal.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

SALESMAN WANTED

WANTED — HARDWARE SALESMAN with not less than 5 years' experience; good stockkeeper and window trimmer; good opportunity for the right man. Apply, with full particulars, to Box 419 Hardware and Metal, Toronto.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

PARTICULARS OF PROFITABLE SIDEline for anyone calling on hardware or butcher trade in certain parts of Canada. No samples. Eureka Refrigerator Co., 27-31 Brock Ave., Toronto.

WANTED—MEN WITH HARDWARE EXperience and ambition for shipping and stock departments in this factory. Good opportunities for advancement. State age, experience and salary in first letter. Apply Canada Steel Goods Company, Hamilton, Ont.

SIGNS AND SHOW CARDS

WE ARE THE MOST UP-TO-DATE SIGN and show card firm in Canada. W. H. Stevenson, Stevenson Building, Toronto.

Want Ads.

Try it out

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

SEPARATE SEALED TENDERS, addressed to the undersigned, will be received at this office until 4.00 P.M., on Monday, February 12, 1917, for the supply of: "Brooms and Brushes," "Chain," "Coal," "Hardware," "Hose," "Oils and Greases,' "Packing," "Paint and Paint Oils," "Manilla Rope," "Wire Rope" and "Steam Pipe, Valves and Fittings," for the requirements of the Departmental Dredging plant in Ontario and Quebec during the fiscal year 1917-18.

Each tender must be sent in a separate envelope and endorsed: "Tender for Hardware, Ontario and Quebec," "Tender for Chain, Ontario and Quebec," etc., etc., as the case may be.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures. These forms can be obtained at the Department of Public Works, Ottawa.

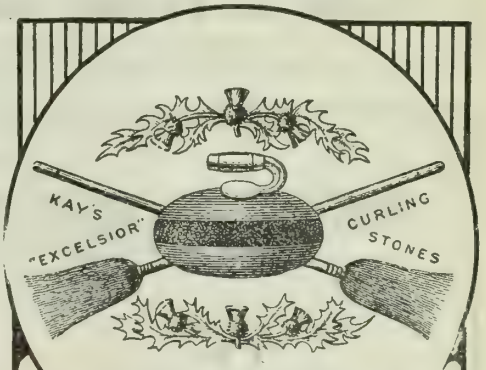
Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for amount stated in form of tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the contract. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, January 17, 1917.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.



"KAY'S EXCELSIOR" Curling Stones

Run perfectly from the very start. No working down with emery necessary.

We carry a full line, in assorted weights, 36 to 45 lbs. to the stone, exclusive of the handle.

Also Handles, Grips, Fancy Washers, Brooms, Boxes.

Also Builders' Supplies.

Walter Belyea

Successor to the late

THOMAS BLACK

WINNIPEG

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

If interested, tear out this page and keep with letters to be answered.

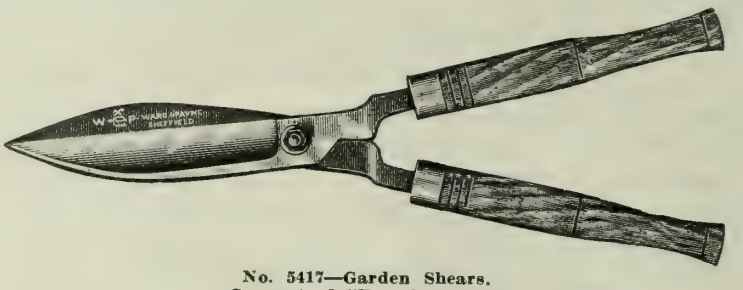
GARDEN TOOLS

Established in 1803

W P WARD

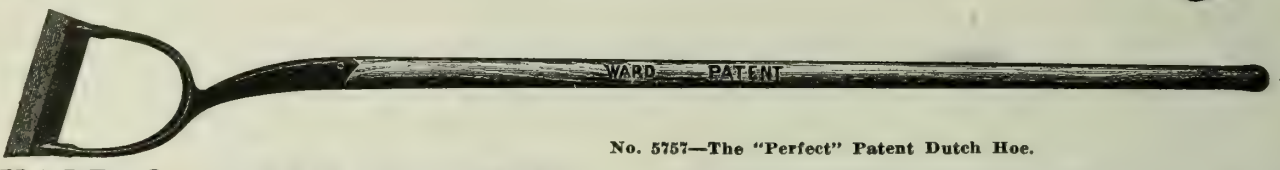
We are one of the largest makers of these goods in England. The quality is of the best and they are beautifuly finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

No. 5574—Weed Fork



No. 5417—Garden Shears. Guaranteed "Fast Handles."

No. 5552—Trowel



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

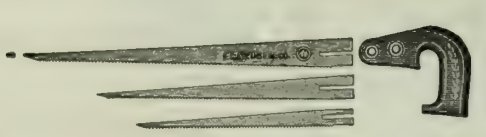
CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD. 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

ATKINS

A PERFECT SAW for Every Purpose

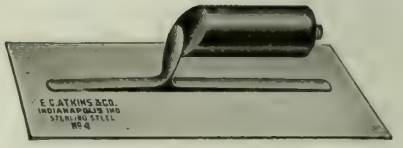
SAWS and Trowels



The entire line made of **Sterling Steel.** Best possible combination of Quality, Material, Satisfaction and Profit. Covered by our **Money-Back** Guarantee.

Order from your Jobber — or direct from Branch or Factory

Write immediately for complete book on Sterling Steel Saws. (Mention Catalog H.M.)



E. C. ATKINS & CO., STERLING SAWS MADE IN CANADA

Factory—Hamilton, Ont.; Vancouver Branch: 109 Powell St.

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

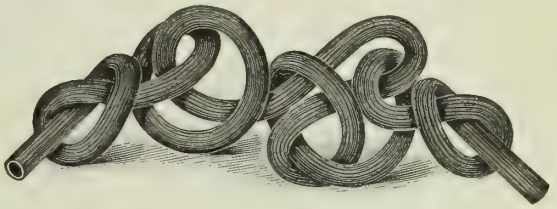
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"



The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

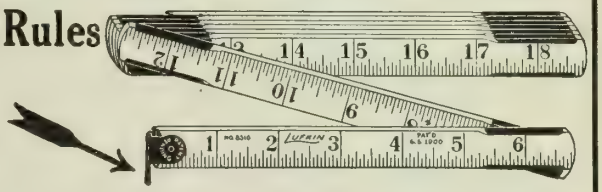
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

WITH FOLDING HOOK

ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS



Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

TINKER TOM'S TALKS.

Talk Number Eighty-six

THE GOLDEN RULE OF THREE.

Three things to commend—Thrift, industry and promptness. A little of the latter these days on the part of the Railways would help industry and thrift, too. We hope our friends will not hold us responsible for delays in making and shipping their orders.

TINKER TOM.

Look for Talk No. 87 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

A Winter Necessity

Live dealers everywhere will make a special effort to sell Rubber Mouth Bits this winter. They are not only profitable to the dealer, but to the user as well—they protect the horse's mouth.

McKINNON RUBBER BITS

Are made from McKINNON ELECTRIC WELDED CHAIN which has been Anti-Rust Treated before the rubber is put on. All the leading jobbers everywhere carry them, for they are *dependable goods* that you can offer to your trade with confidence that they will give perfect satisfaction.

McKINNON DASH COMPANY **St. Catharines,** ONTARIO CANADA

Increased Sales!

Every Hardware Dealer should carry
Our Electric-Welded, Anti-Skid Chains

SMALL INVESTMENT-QUICK SALES-GOOD PROFITS

Made and sold in two grades, as specified below

"Dreadnaught" Brand	"Imperial" Brand
Electric-Welded Cross Chain, case-hardened and copper-plated.	Electric-Welded Cross Chain, soft and polished.
Galvanized rim chain.	Self-color rim chain.
Atlas style connections.	Atlas style connections.

Sold by Jobbers

MADE IN CANADA FULLY GUARANTEED

By

McKinnon Chain Company
ST. CATHARINES, ONT.

HARDWARE AND METAL

Vol. XXIX No. 5 — PUBLISHED EVERY SATURDAY SINCE 1888 — Feb. 3 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

1917—NEPONSET YEAR

This year will be remembered among the hardware and building trades as Neponset Year. We are out to shatter all records!

NEPONSET

Paroid ROOFING

In the past year, with the co-operation of dealers all over the Dominion, Paroid definitely took its place as the greatest of all roll roofings. This year we have plans completed to capitalize the fact with the biggest and most aggressive campaign ever attempted in Canada for roofing materials.

What Will You Make Out Of It?

The demand for Paroid comes through dealers. You will profit by our expenditure just in proportion to the energy you exert in co-operation with our efforts. Stock up ready for the record-breaking year.

Keep a roll of Paroid outside your store!

NEW DEALERS Although the Dominion is practically taken up by live dealers, certain territories are still available for the right kind of merchants. Immediate application is advised.

BIRD & SON, Dept. V.
Hamilton Ontario

The Largest Manufacturers of Roofings, Wall Boards and Roofing Felts in Canada.

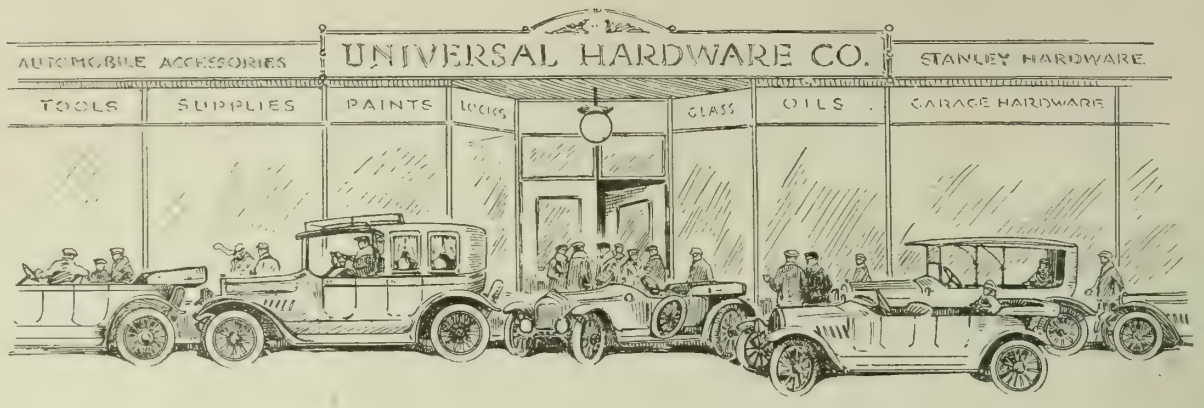
LOOK FOR THE PAROID ROLL

Warehouses: Vancouver, Calgary, Edmonton, Winnipeg, Montreal, St. John.

In addition to our Paroid advertising, we will advertise widely "The Greatest Development of the Twentieth Century."

NEPONSET TWIN SHINGLES

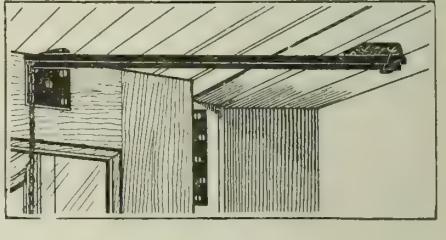
Note the size of a TWIN Shingle as compared with a hammer.



A ROW of automobiles in front of your store is the best proof that you are doing business with a desirable class of customers. You will attract the people who ride in automobiles if you keep the sort of merchandise that appeals to them. A convenience that is of interest to every motorist is the

Stanley Garage Door Holder
No. 1774

For this device there is a rapidy growing demand, as Stanley advertising is daily bringing it to public attention. And your first sale of the Stanley Door Holder will bring you others, for its value is instantly apparent to everyone who sees it.



When a garage door equipped with the Holder is swung open, it catches automatically and remains securely locked in place, so that it cannot slam against the incoming or outgoing car. A pull on the chain leaves it free to close.

STANLEY Garage Hardware will please your most exacting customers. It is strong and substantial, smooth in operation, and handsome in design and finish. Though selected by those who are able and desirous to buy the best, it is within the means of most garage builders. And, at the same time, it allows you a handsome profit.

If you are not yet a Stanley Garage Hardware Dealer, write for Garage Hardware Catalog, R—21 and information about selling helps.

Stanley Garage Hardware is a profitable line for you to purchase.

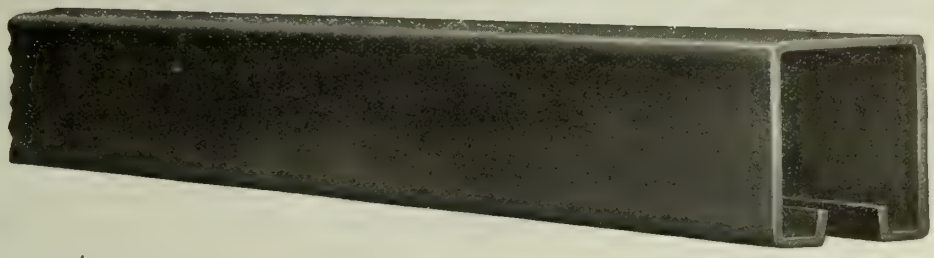
The Stanley Works

NEW BRITAIN CONN., U.S.A.

Canadian Representatives: A. Macfarlane & Co., Coristine Bldg., Montreal.

That Good RICHARDS-WILCOX Trolley Track

"The Track that made Sliding Doors PRACTICAL"



PICK up a length of it and look it over carefully. Run your eye down one side and then down the other side, and see how straight it is.

Look through it and see how straight the runway is. See if there's any twist or bend or warp in it.

Now put a Champion 321 Hanger in it. Observe that the only point of contact is right on the tread, where the machined wheel runs on a flat surface, eliminating all friction.

It is the only track on the market in which the wheels cannot scrape the side of the box, or the pendant scrape the flange.

There are cheaper hangers than "R-W"—there are none so good.

When a farmer buys a trolley hanger, he thinks he is buying the best. Sell him THE BEST rather than the second best.

WHEN YOU CAN HAND OUT A HANGER AND SAY, HONESTLY, "JOHN, THAT'S THE VERY BEST HANGER I KNOW OF," THE SALE IS HALF MADE.

Look for the name on every length of track.

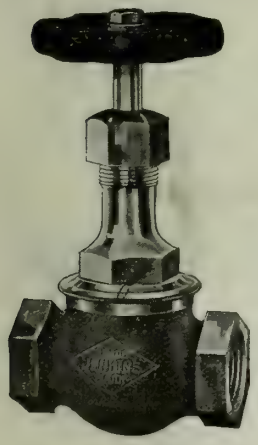
Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

The Majority of Up-to-Date Power Plants

to-day are equipped throughout with JENKINS BROS.' VALVES

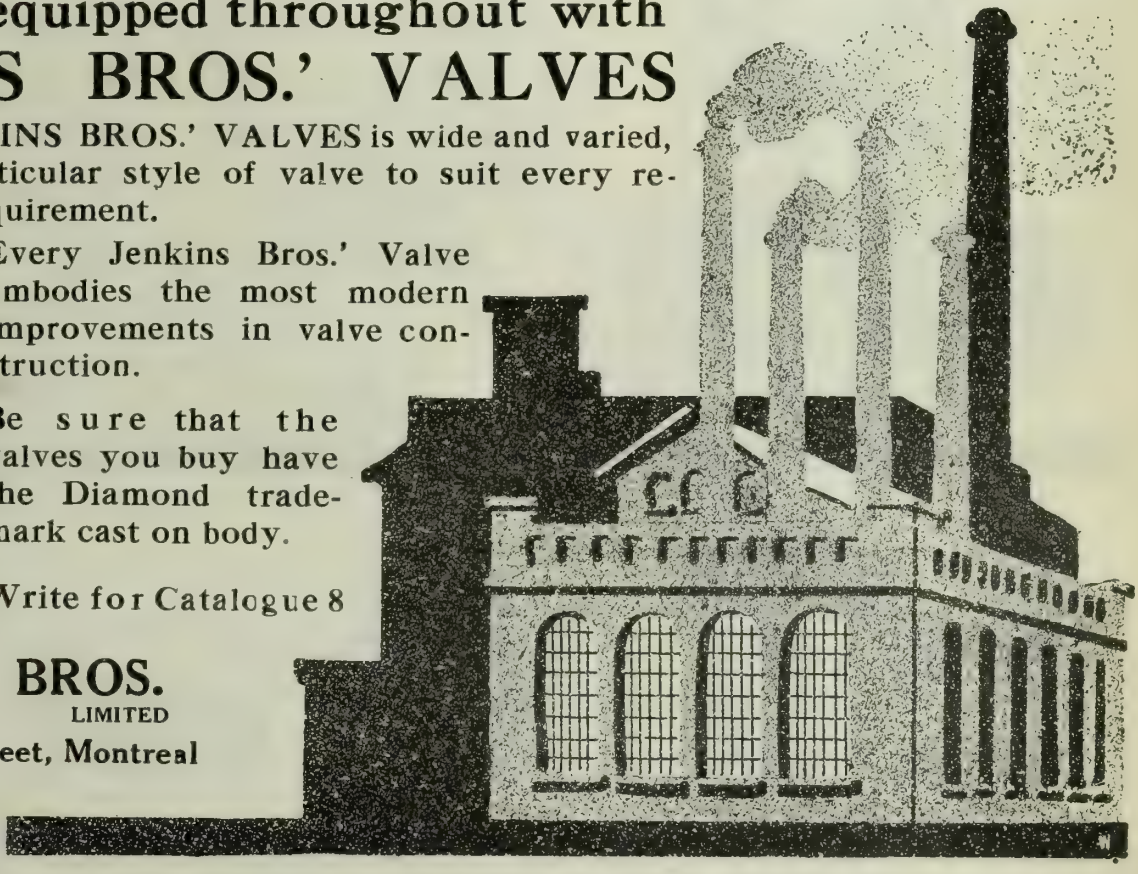
The line of JENKINS BROS.' VALVES is wide and varied, there being a particular style of valve to suit every requirement.



Every Jenkins Bros.' Valve embodies the most modern improvements in valve construction.

Be sure that the valves you buy have the Diamond trade-mark cast on body.

Write for Catalogue 8



JENKINS BROS.
LIMITED
103 St. Remi Street, Montreal

TRADE JENKINS MARK
Jenkins Bros.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

Make Your Stock Representative of Universal Quality

The prestige of the Universal name firmly established through years of national advertising and superior service can be made to work for you in a surprisingly large percentage of the articles sold in your household specialties department.

There is every reason why the women who have been accustomed to ask for Universal Food Choppers or Percolators should enjoy the advantage of Universal quality in demanding electric appliances, vacuum bottles or any one of the numerous

UNIVERSAL Home Needs

No. E9166011 Urn Set.
No. E9166 Urn alone.

Each addition which you make to your Universal stock reaches out and grasps just so much more business which may be capitalized on the Universal reputation.

Pocket Knives, Table and Kitchen Cutlery, Tea Pots, Chafing Dishes and nickel or silver Trays, Ramequins or Casseroles, Mayonnaise Mixers, Churns, Scales and many more beside, all sold under and stamped with the Universal trademark.

Landers, Frary & Clark

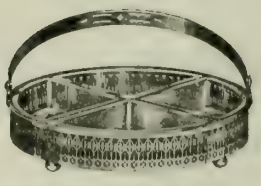
NEW BRITAIN, CONN.

Canadian Representatives:
A. MACFARLANE & CO., MONTREAL

No. 92

No. 4

No. 171



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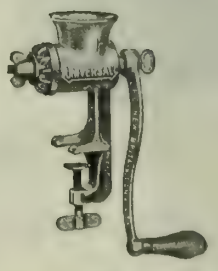


No. 1

If interested, tear out this page and keep with letters to be answered.

"You'll use a Disston Saw, too, someday"

Saws and Tools That Last For Generations

It takes a mighty good saw to serve two or three generations of mechanics, yet there are numerous cases where a Disston Saw has passed from father to son more than once in its lifetime. This quality of great durability is only one of the many that attest the wonderful superiority of Disston Saws.

The reputation which has been built up in the past 73 years for these saws is shared by other Disston products, for

Disston
SAWS TOOLS FILES

all embrace those distinguishing qualities of durability, efficiency and ease in handling which have enabled them to set a standard for high-grade tools that is world-wide in its scope.

We carry a complete line of these famous saws, tools, and files.

Lewis Bros., Ltd.
MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

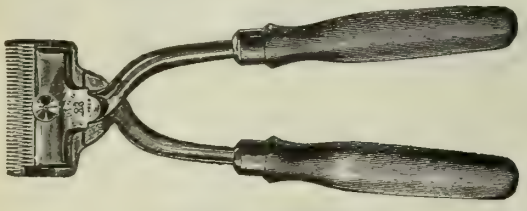
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

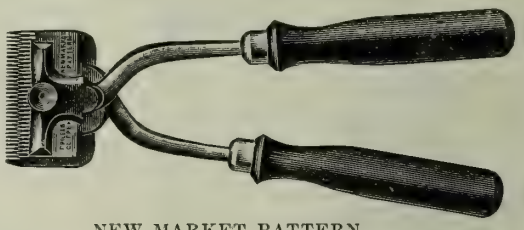
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

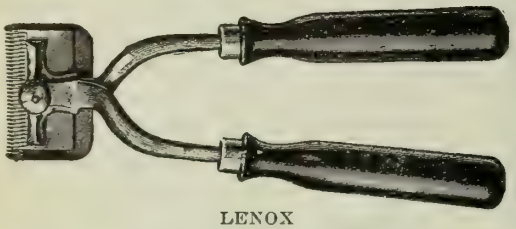
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

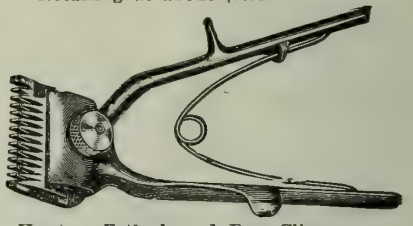


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

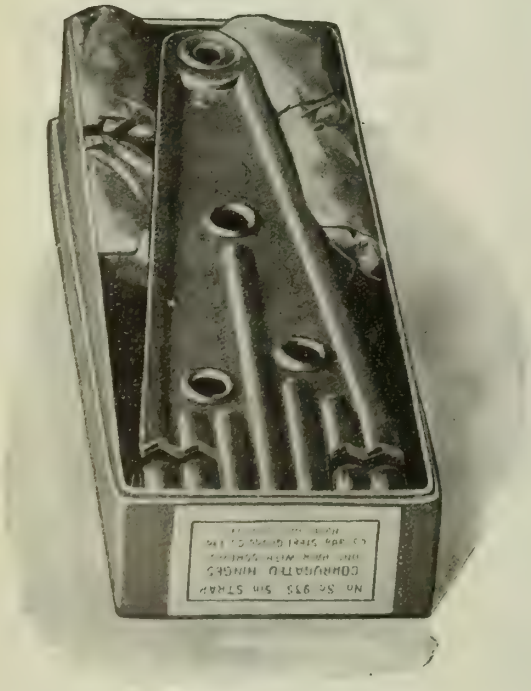
If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City



No. SC 935

Buy Your Hinges

Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

TRADE MARK

Starrett

REG. U.S. PAT. OFF.

Tools

Maintaining quality on all kinds of mechanical work where fine measurements are important depends on the quality and accuracy of the measuring instruments. No man can work finer than he can measure. Starrett Tools are recognized by manufacturers, tool-makers, machinists, and inspectors as the standards for accuracy.

The more the dealer becomes acquainted with just what the individual Starrett Tool will do, the more he will increase his sales by aiding the machinist in his selection.

Meeting every practical requirement, there are 2100 styles and sizes of these tools. Write for free catalog No. 21MA describing the entire line.

The

L.S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers

142-620

MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., 326 9th Ave. W., Calgary, Alta.

MORRISON BRASS VALVES

Morrison Valves are especially adapted for service where the requirements are severe.

They are renewable disc valves, with heavy bodies, spindles and valves, and fitted with gland follower in packing nut.

It is impossible to produce a better line than

MORRISON BRASS VALVES

Full information and prices furnished upon request.

The James Morrison Brass Mfg. Co., LIMITED
93-97 Adelaide Street West, Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

The Man Who Buys Roofing

will find just what he wants in "SAMSON."

Quality of materials, expert workmanship of absolute uniformity—durability—all go to make a product that can be depended upon to give the very best service and satisfaction.

Remember the name—

"SAMSON"

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. LIMITED TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

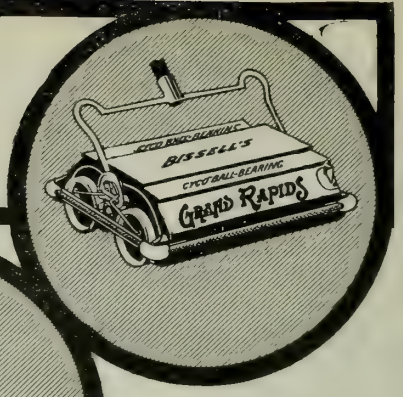
WHOLESALE HARDWARE MERCHANTS

TORONTO

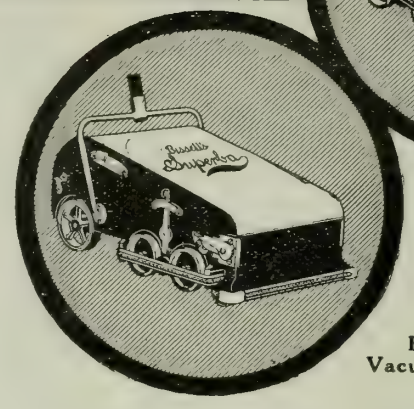
HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. LIMITED TORONTO

If interested, tear out this page and keep with letters to be answered.

Preferred Stock
In the Cleaning Device Market



Bissell's Carpet Sweeper



Bissell's Vacuum Sweeper

Notwithstanding the flood of cleaning devices which have been offered the public in the last decade, Bissell machines have easily maintained the supremacy established during 40 years.

The Bissell Carpet Sweeper is just as popular as the day it was introduced. It is just as much valued by intelligent housekeepers as in the days when it was the only "sweeper" in existence.

Bissell Vacuum Sweepers, introduced more recently, have been a phenomenal success. They are efficient, convenient, and built for a lifetime of use. They are worthy of the famous name

BISSELL'S

Therefore these two Bissell machines are preferred stock with all experienced merchants. You know from experience how the name is valued by the purchaser, how the price is standardized by constant advertising, how the profit is always assured.

You know that for these reasons the Bissell outsells all competing machines. That it keeps you clear of the price wars which continually rage in the cleaning device market—wars which rob the retailer of his legitimate profits.

Because of these exclusive advantages most dealers specialize on the Bissell line.

The Bissell line has been manufactured for over forty years in a factory devoted entirely to the making of cleaning devices. If you need further information, address

BISSELL CARPET SWEEPER COMPANY OF CANADA, LIMITED, Niagara Falls, Ont.
GRAND RAPIDS, MICH.

Oldest and Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World

(331)

THE "W & B" LINE OF SCREW WRENCHES
MADE IN CANADA

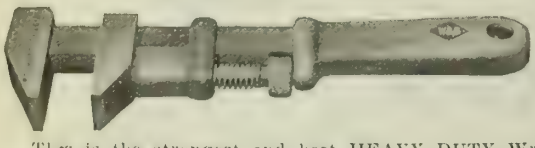
The only Pipe Wrenches made EXCLUSIVELY IN CANADA

"W & B" Wood Handle Grips, Length open 6 to 14 inches.

"W & B" STEEL Handle Grips, Length open 18 to 48 inches.

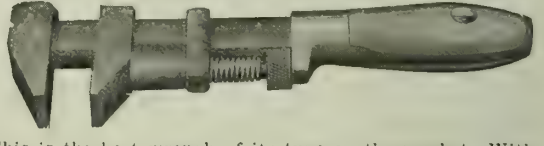
"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW

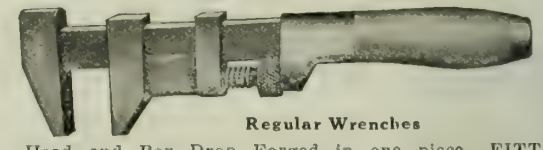
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ESTABLISHED 61 YEARS ONTARIO

If interested, tear out this page and keep with letters to be answered.

You Can Sell Every "1900" You Stock

There are thousands of women who have read our advertisements for years but have never had an opportunity to examine our Washing Machines.

Put at least one or two "1900" Washers "up front." The moment your customer catches sight of them she will be interested. She will look them over—a little sales effort from you—and she buys.

Keep a "1900" Washer always in sight.

There's a special line of profitable business in your town in Motor Washer, Wringer, and Ironing Outfits that we doubt if you have thought of. Every "1900" dealer should ask us for information on this idea.

The "1900" Line

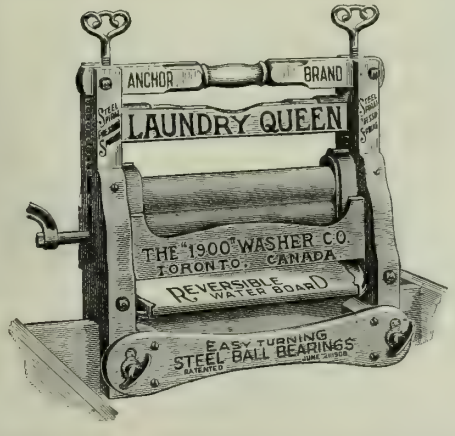
includes 3 styles of Hand Power Washers, 2 styles of Water Power Washers, 2 styles in 2 sizes each of complete Motor Washer and Wringer Machines to operate by Electric Motor or Gasolene Engine—and a full assortment of sizes and grades of superior, beautifully finished hand and power wringers.

The "1900" line offers the hardware merchant a splendid opportunity both in generous profit on the individual sale and in resulting business.

If there is not a live "1900" dealer in your town, there may be a chance for you. Write

The "1900" Washer Company

357 Yonge Street : : : Toronto



Are You Selling Carborundum Sharpening Stones to ALL of Your Carpenter Customers?

THERE are several of the Carborundum Sharpening Stones that should be in every carpenters' tool kit—the Round Combination Stone, the Gouge Stones and the Handy Slip Stones. Carpenters everywhere know of the quick, clean cutting qualities of Carborundum—be sure that you carry a good stock.

Might we suggest a window display of these stones for the carpenter? We have some snappy window display material packed and ready to send you.

Write for Carborundum Display Circular 344

The Carborundum Company

Niagara Falls, N. Y.

If interested, tear out this page and keep with letters to be answered.

THE DOMINATING CAMPAIGN

of tool advertising for 1917 is going to be the big campaign on

There is no attempt to be smart or clever in this campaign. But each big advertisement shows a striking illustration of a plain, ordinary home use for one of the 1500 good tools.

Big space runs regularly in

SATURDAY EVENING POST
COLLIER'S
LITERARY DIGEST
POPULAR MECHANICS
POPULAR SCIENCE MONTHLY
AMERICAN CARPENTER & BUILDER

In addition to this big campaign, we are also using space in more than twenty other papers read by Carpenters, Machinists, Motorists, Blacksmiths, Plumbers, Experimenters, Manual Training Instructors, Garages and Machine Shops.

No one knows better than you, what this means. It's a great opportunity for live hardware dealers who will get back of this big campaign and push. Push this line that will bring profits to you, and satisfaction to your customers.

We will do our share; write us for

Signs
Display Cards
Booklets
Circulars
Movie Slides
Pocket Catalogs
Electrotypes
Proofs of Advertisements
Newspaper Advertisements
Car Cards

GOODELL-PRATT COMPANY

Greenfield, *Toolsmiths* **Mass., U.S.A.**

If interested, tear out this page and keep with letters to be answered.

A File is a Simple Tool

but if it is a "FAMOUS FIVE" file it passes through the hands of twenty or thirty expert workers before it reaches your customer.

These men work to fixed standards that insure accurate cutting and the best wearing qualities.

The efficiency of every "Famous Five" file is standardized before it leaves the factory.

That accounts for their being preferred by all good mechanics.

And because of this preference it pays to handle them.

Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada

Metal Protection

In any kind of metal construction the element of rust is such a destructive factor that the best protection obtainable is unquestionably the cheapest.

CARTER'S
Dry Red Lead

is the highest standard quality and affords a perfect sealing coat that absolutely protects all kinds of metal from rust and corrosion.

We make Orange Dry Lead and Litharge also Special Dry Lead and Litharge for Color, Varnish and Rubber Makers. Oxides for Storage Batteries and Pottery.

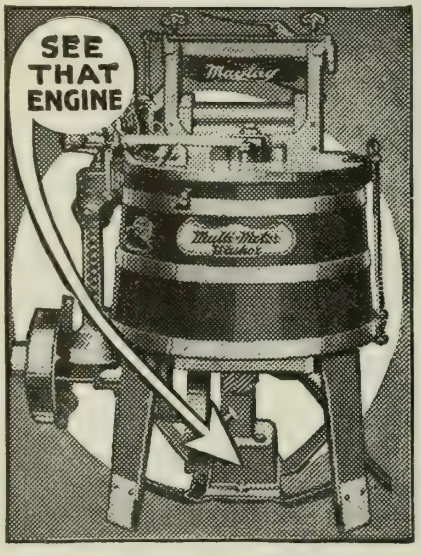
All products are wholly Canadian made.

Quotations sent upon request.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

If interested, tear out this page and keep with letters to be answered.

We Are Coming To Ontario and Quebec. For Particulars, see below



We have about completed arrangements to have our entire line of washing machines handled by the wholesale trade in both Ontario and Quebec.

Our policy is to give an exclusive contract to one dealer in a town. Applications for agencies will be considered in the order they are received.

There's a Maytag washer of every type—hand, power-driven, electric, and multi-motor—all built to the enviable Maytag standard, and guaranteed for life against mechanical defects.

If interested, write us for full particulars.

THE MAYTAG CO., LTD.

Logan and Arlington, WINNIPEG, MAN.

Order Yours Now Be Prepared

Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.

PHILADELPHIA - PA.

If interested, tear out this page and keep with letters to be answered.

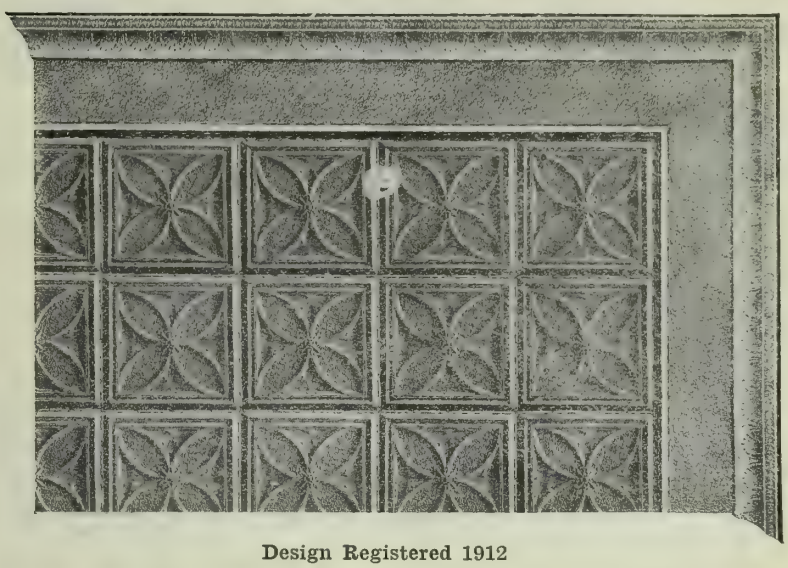
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

HANDSOME COMBINATION DESIGNS

"M-R Co" Ceiling and Wall Plates, Cornices and Mouldings can be interchanged and any desired combination quickly and beautifully worked out. Good profit for you because easily laid and in demand as soon as shown.

Get in on this profitable business—write us to-day for illustrations and prices.



Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

NAILS WIRE

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

QUICK SHIPMENT—a complete stock available at MONTREAL, TORONTO and HEAD OF LAKES.

If interested, tear out this page and keep with letters to be answered.

Aged before shipped

The "hand-to-mouth" manufacture of linseed oil does not permit of the proper conditioning of the seed before crushing or the perfect ageing of the oil before shipping — therefore the advisability of using and selling

LIVINGSTON BRAND

Boiled and Raw Linseed Oils

(Put up in the Blue Barrels)

Our buying, crushing and storing facilities enable us to hold our stocks of seed and oil long enough to ensure proper ageing before crushing and shipping to our patrons.

This is worth thinking over, Mr. Manufacturer and Mr. Dealer.

If you value the quality of your product, use only Livingston Brand Oil. If you sell oil, insist on your jobber supplying you with Livingston Brand. If he can't supply you write direct to us and we will let you know where you can buy it.

The Dominion Linseed Oil Co., Ltd.

BADEN TORONTO MONTREAL

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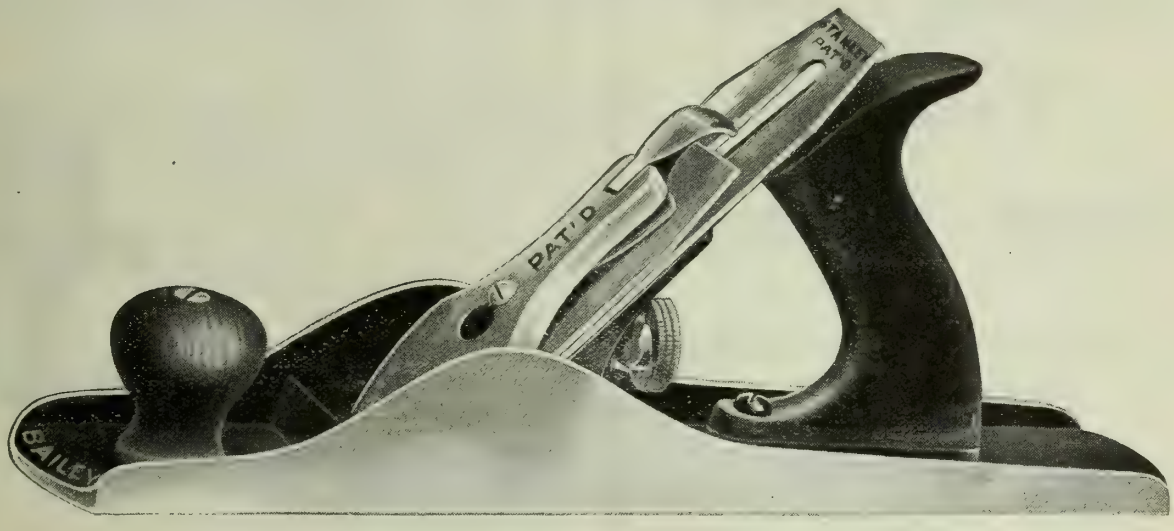
Stanley Tools



BAILEY IRON PLANES

THE STANDARD FOR MORE THAN FIFTY YEARS

Made by the most skilled Plane makers in the world

The average Carpenter invariably demands a *Bailey*.

He learned his trade by their use as did his father before him. You never have to "carry over" a *Bailey Plane*. They are always in demand and constitute one of the most staple articles a Hardware Dealer stocks.

Improvements are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating Carpenters and Mechanics.

If you do not carry these Planes, arrange to do so at once. You will be surprised how your Plane sales will increase.

MADE IN THE CANADIAN WORKS

OF THE

STANLEY RULE & LEVEL CO.
NEW BRITAIN. CONN. U.S.A.

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Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

Big Profits Selling
Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

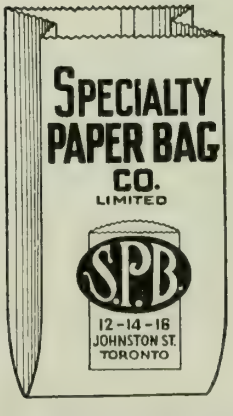
J. H. Still Mfg. Co.
ST. THOMAS. ONT.

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.
Department M.
12-14-16 Johnston Street, Toronto, Canada

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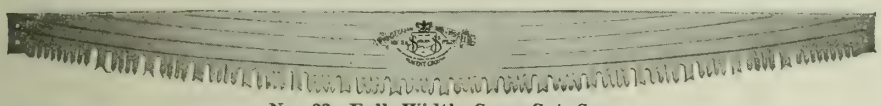
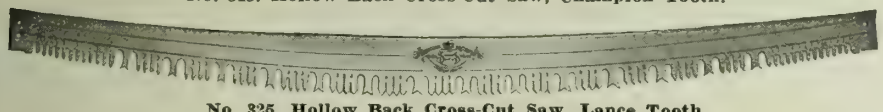
You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws

No. 13. Full Width Cross-Cut Saw.

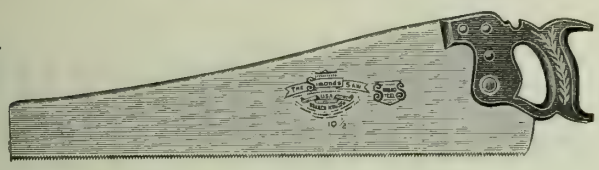


No. 22. Full Width Cross-Cut Saw.

No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.



No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.



YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. **St. John, N.B.**

THE MINISTER OF FINANCE

REQUESTS

THE PEOPLE OF CANADA TO

BEGIN NOW

TO SAVE MONEY FOR THE

NEXT WAR LOAN

JAN. 9, 1917

DEPARTMENT OF FINANCE
OTTAWA

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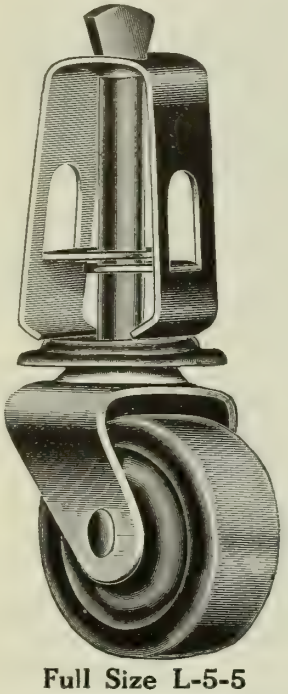
THE QUALITY LINE OF

FAULTLESS CASTERS



Full Size L-5-5

will be found the most complete on the market. Twenty-five hundred different styles and sizes compose our line—each caster possessing the highest obtainable quality, in material, workmanship and design.

SPECIAL NOTICE

Faultless Casters received the Gold Medal Highest Award at the Pan-Pacific International Exposition in 1915 *on their SUPERIOR QUALITY.*

Faultless Caster Company

EVANSVILLE, INDIANA

Advertising a Labor-Saver

The merchant's greatest labor-saver is not necessarily an adding machine. It is more likely to be advertising.

A great factor in the cost of goods is the time it takes to move them. *Advertising and trade-marks,* working together, are the most efficient movers of goods—consequently the greatest reducers of selling cost.

The producer who places his trade-mark on his goods and advertises it nationally, is so sure of their quality that he is willing to stand the full force of possible complaints.

The whole tendency of trade-marks and advertising is to raise qualities and standardize them, while reducing prices and stabilizing them.

If interested, tear out this page and keep with letters to be answered.

Walter J. Green is a Shrewd Buyer

ASK any wholesale house selling to Walter J. Green, or any traveller calling on him, the reason why this retailer is prospering so visibly, and you'll hear some of them say: "He is the best informed man we know of. That man reads and thinks. His world of interest is a good deal larger than his own town, or his own store. He seems to have eyes that can see far into the future, and he buys accordingly." Isn't that a fine tribute to Walter J. Green? It would be a fine tribute to any man.

▫ ▫ ▫

When H. S. Holt, President of the Royal Bank of Canada, gave his address at the recent annual meeting of this institution, he said:

"The proper course is to conserve the unusual profits and accumulate working capital, the lack of which is so prevalent and so detrimental to the general interests of the manufacturer."

Now Green, while not a manufacturer, has perceived "the proper course," and is conserving "unusual profits"—this by investing them in good liquid securities. Whenever he has $100 or so to spare he buys a bond yielding from 5 to 6%—something which can be turned into cash quickly, or deposited with his banker as security for a temporary loan.

But he could not do this intelligently had he not for a long time made a careful study of investment conditions, and of particular securities, through a paper like The Financial Post. He would know the history of the company over a period of years. He would know how its business is going now. He would thus be well informed as to the safety, yield in interest, marketability, etc., of the particular securities he has in view.

Also he makes use of his privileges as a subscriber to The Financial Post to consult with the Editors on matters pertaining to his business, his money investments, the market tendencies, and so on.

▫ ▫ ▫

Why not be a Walter J. Green? Why not become a regular reader of The Financial Post?

The Post is a weekly survey of general business conditions in Canada—a review of matters relating to Investments, Securities, Insurance, Municipal Finance, Bank Clearings. It is not edited with a view to interesting bankers, professional investors and brokers so much as the ordinary business man.

If you could spend an hour each day discussing current events in the business world with the leading manufacturers, bankers, merchants, financiers, lawyers, etc., you would get somewhat the same information as the Post gives each week.

▫ ▫ ▫

The Post, read regularly, makes the merchant enter confidently a world that is all about him always. A world which the average man does not enter—to his own great loss.

▫ ▫ ▫

Sign the order form herewith and mail, and thus take the first necessary step in securing this service, or we will send you sample copy on request.

THE FINANCIAL POST OF CANADA

Published by
THE MACLEAN PUBLISHING CO.
143 University Ave., TORONTO

.....1917

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143-153 University Avenue

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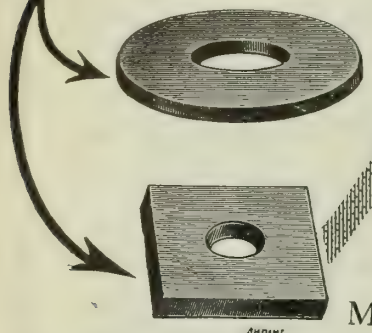
Name.....

Address.....

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

ADAMSON VULCANIZERS

Warning to the Trade:

It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Made only by

Cummer-Dowswell, Limited
Hamilton, Ontario

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Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

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The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

MR. CLERK

YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it **bringing you** any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation,** we'll be glad to tell you all about it. Drop us a line **To-Day.**

The MacLean Publishing Co.

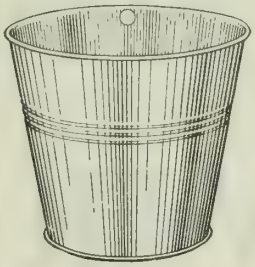
Dept. C.G. 143-153 University Ave.

Toronto Canada

Time To Order SAP PAILS

Prompt Delivery if you Book Now.

6 and 10 quarts.



Flaring pattern.

Sap Pails

All Sap Pails punched unless ordered otherwise.

Ask for our prices.

SOREN BROTHERS

545-549 King St. West - Toronto, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

FACTORY PRODUCTS LIMITED TORONTO

PLUG Clusters

Two outlets from a single socket.

These plug clusters give an extra socket without extra wiring, and are very serviceable for attaching household electrical devices, such as portable lamps, flatirons, fans, etc.

Standard finish in brushed brass.

Quick and very profitable sellers.

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario

There are a thousand uses for

FRANCO FLASH LIGHTS

—and Everybody needs one

The demand for flashlights is becoming greater every day—supply that demand with "FRANCO," the complete line of flashlights.

Get ready now for the Fall and holiday trade. By ordering your anticipated supply early you are sure of delivery in plenty of time to catch the early shoppers.

Have you a copy of our catalogue? If not, you should send for one to-day.

Interstate Electric Novelty Co. of Canada
LIMITED
TORONTO 220 King St. West ONTARIO

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

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TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
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Needle Wire
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Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
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Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

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A PATENT PATCH

Sales Are Growing

and making new customers and fast friends for the Hardware dealer. Customers are delighted with the simplicity and effectiveness of **Mendets** for mending leaky vessels, rubber bags, tires, without rivets or solder.

There is profit for you. We furnish counter display containers free. Ask for proposition particulars.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C., Crowell Bros., Halifax, N.S.

Collete Mfg. Company, Collingwood, Ont., Canada

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF **$500** OR ANY MULTIPLE THEREOF.

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

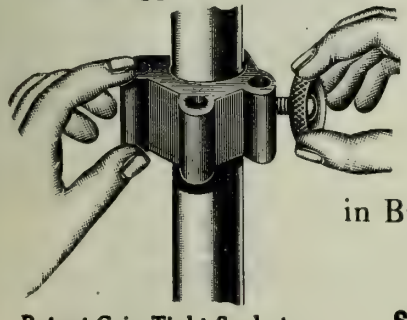
A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA,
OCTOBER 7th, 1916.

TRADE MARK. WBB&C

WILLIAMS BROS. & PIGGOTT, LTD.
Small Heath, BIRMINGHAM



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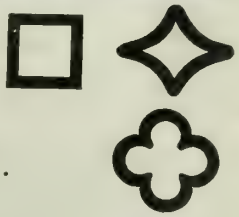
Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, German Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. WBB&C

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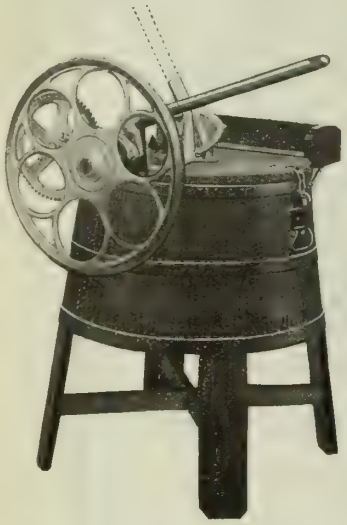
Fits the pocket-book

This hand machine sells at a price that makes people of ordinary standing feel that they can easily afford it.

The London No. 1 Washer



is an easy-running, big service machine—a machine that does its duty thoroughly.
Tub is made from kiln-dried cypress. Legs are cross-braced and absolutely rigid. Metal parts are few, simple and interchangeable. Dasher is very strong. Gears are machine cut, insuring a smooth running machine.
A machine you can sell and make big money on.
We make two hand-power washers; a water-motor washer, a gasoline power washer, and an electric power washer. Every "London" washer is fully guaranteed.

Send for our catalogue. Use it to open up **Interest** on the part of your customer.

THE LONDON FOUNDRY CO., LTD.
LONDON, ONTARIO

1835 — JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK U.S.A. — 1917

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS
85 Cliff Street New York City
Scale Makers Since 1835

OWL BABBITT METAL

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons. Price 30c lb.

Write for discount to trade.
THE OWL METAL CO. LTD.
Winnipeg

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

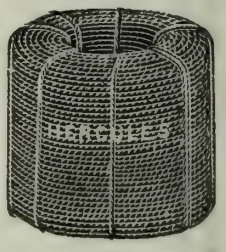
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

SASH CORD

THE BEST MADE



Star Brand Cotton Rope.
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Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

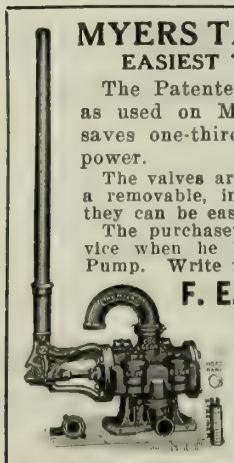
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

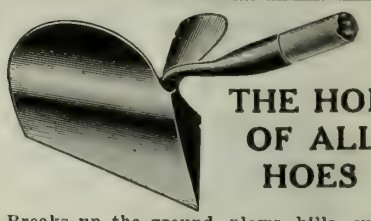
The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by

SCHOENER MFG. COMPANY
St. Cloud, Minn.

Eastern Canadian Distributors:
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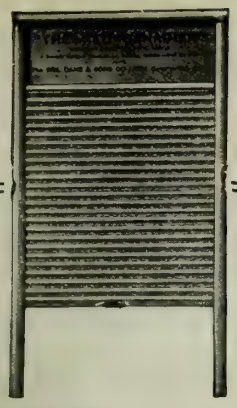

COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a BETTER profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board
NEWMARKET, ONT.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

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Reliable QUALITY

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

ESTABLISHED 1849.

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Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

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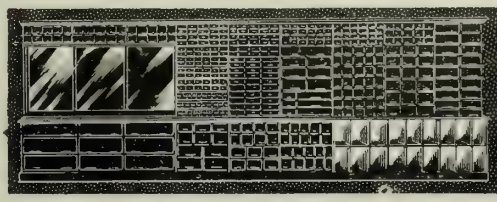

Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

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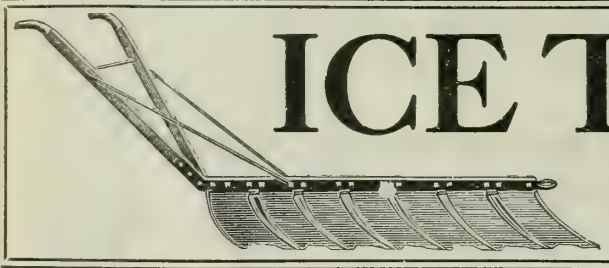
SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



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Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

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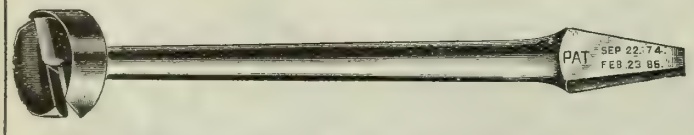
ROBERT DONALDSON & SONS, Montreal



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Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.

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TORONTO HAMILTON WINNIPEG

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

UNIVERSAL
Bread Maker

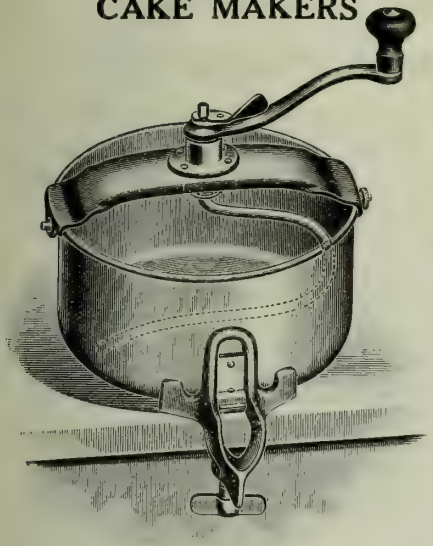
Mixes and kneads the dough in three minutes better than it can be done by hand.

Anyone can make bread in the UNIVERSAL Bread Maker. All you have to do is to put in all the liquids, then the other ingredients, and turn the crank.

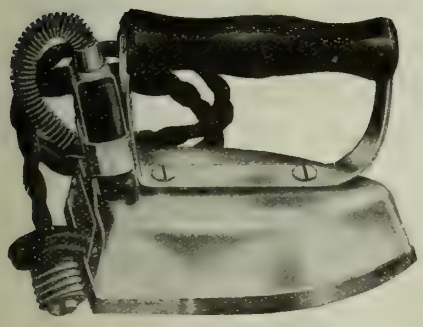
Any recipe that will make good bread by hand will make better bread in the UNIVERSAL Bread Maker. Sanitary always, because the hands do not touch the dough.

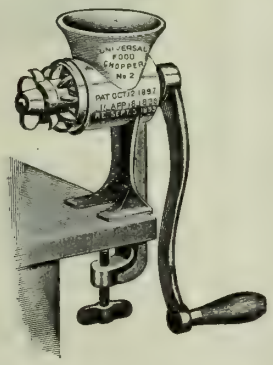
Home Needs

UNIVERSAL CAKE MAKERS



For Good Cake





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Known Everywhere
Easy to Sell

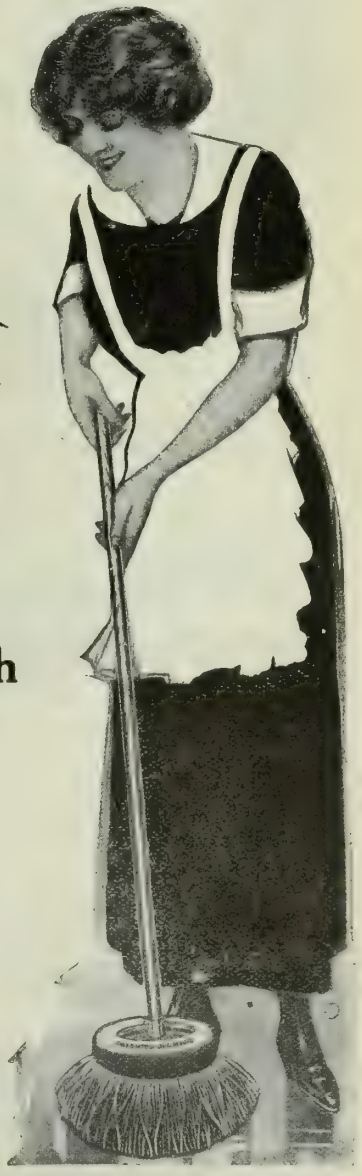
UNIVERSAL TEA-BALL POTS

O-Cedar Mops and Polish

Order Your Spring Supplies Early

Colborne Electric Irons

For Efficiency, Long Service and Beauty of Finish



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CAVERHILL, LEARMONT & CO.

MONTREAL

Look for the full name

Russell Jennings

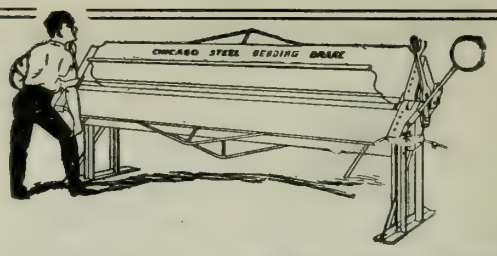
stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.



CHICAGO STEEL BENDING BRAKES

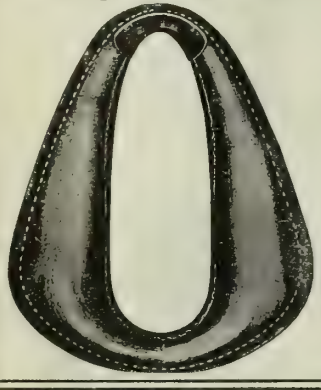
MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

Very Popular Horse Collars



The Famous Langford Collars. Buggy, Team and Lumber Collars. We are very large manufacturers of these goods. Write for our list and prices. Special features are Style, Finish and Durability.

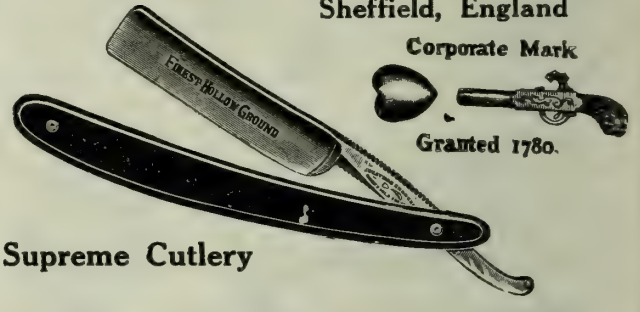
Samuel Trees & Co.
Limited

Toronto Whitby Winnipeg

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

Arctic

Metal

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.

We guarantee every pound.

Tallman Brass & Metal Co.
HAMILTON, ONT.

THE BRITISH ALUMINIUM COMPANY, Limited

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

CANADIAN HEAD OFFICE :

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EVERY month in MacLean's Magazine, and nowhere else will you find the best work of the best Canadian writers.

In MacLean's Magazine, and in no other Canadian publication will you find a synopsis of the best work of the world's best writers every month.

It is different from any other magazine.

Sample on request.

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SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

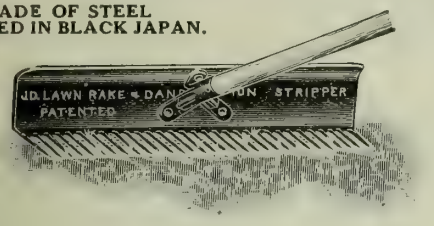
If interested, tear out this page and keep with letters to be answered.

TO THE TRADE

The J. D. Lawn Rake and Dandelion Stripper

MADE OF STEEL
FINISHED IN BLACK JAPAN.

Made in Canada



Two Sizes 15 ins. and 20 ins.

The J. D. Lawn Rake is becoming more popular each year, and is in constant demand. Used by the Toronto Parks Department, Professional Gardeners, Government Institutions, etc.

Its advantages are:

Teeth of the rake are smooth and run parallel to the ground, ensuring:

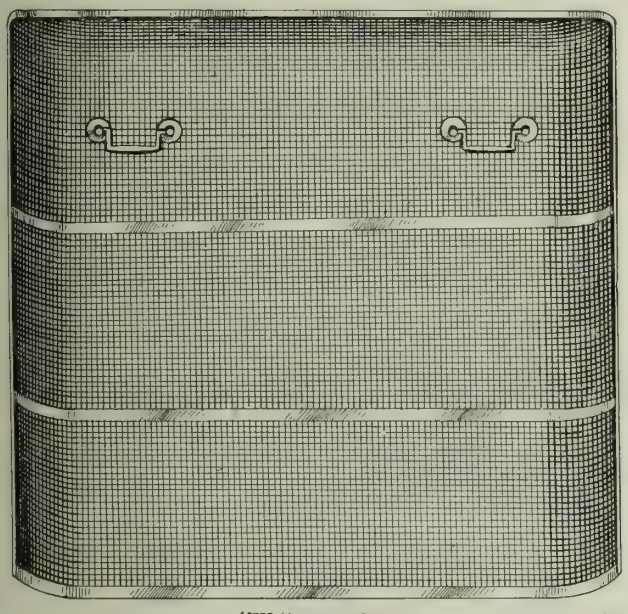
The roots of the grass not being injured. All refuse is taken up, even to cigarette and cigar ends, matches, small stones, etc. Cleans itself on backward stroke of rake. Will strip dandelions.

Prices on application to your Jobber. If he does not stock them, send us his name and your requirements.

To ensure prompt delivery, at present prices, order NOW.

The Doust Specialty Company, Limited
SOLE PATENTEES AND MANUFACTURERS
77 York Street TORONTO, ONT.

Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton
We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.

H. B. Clark & Son, Halifax, N.S.; H. E. O. Bull, Montreal, Que.; David Philip, Winnipeg, Man.; R. A. Ogilvie, Vancouver, British Columbia.

PUSH TOOLS

with the Millers Falls Selling Service

Make tools an important part of your Spring drive. They mean a good profit in themselves and lead to big business on other things.

We furnish co-operating dealers with handsome window display fixtures that are as handsome as any that can be bought—with window suggestions that apply to your whole business—with advertising matter that features your whole store and with merchandise selling suggestions that are worth thousands of dollars to any live dealer who takes advantage of them.

Millers Falls tools have a reputation of leadership that makes them a great line to sell even without our Selling Service. Together they make a combination that means a big tool selling success.

Whether you sell few tools or many—buy direct or through a jobber—you ought to know about the Millers Falls Service proposition to dealers.

Send for book describing our Dealer Service and we will include with it our hand book "How to Sell Tools" and sample copies of our monthly dealer paper the "Star" that is jammed full of selling ideas and suggestions.

MILLERS FALLS COMPANY

"Toolmaker to the Master Mechanic."

MILLERS FALLS, MASS.

N.Y. Office: 28 Warren St.

Hand Drill 980 shown at the top is a big seller because it takes drills up to ⅜ and is practically a hand drill and breast drill combined.

The fixture at the bottom is especially good for the center of a window display. Others not shown are a fixture that will hold any small tool and fixtures for lines of braces, hand drills and bench drills.

MILLERS FALLS TOOLS

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

For more than half a century we have been manufacturing rubber goods of every description. We have learned to know "what's what" in rubber goods for the Hardware trade and can satisfy every demand from whatever source it may come.

Fruit jar rings or garden hose, doormats or auto tires, no matter what the rubber need may be, you are guaranteed reliable quality when it bears the mark or brand of the Dominion Rubber System.

Back of all is the attention we give to prompt and satisfactory deliveries. In that respect, we have a service that is not equalled within your reach.

Put us to the test. Write our nearest branch and see how we aim to please and serve the trade.

Canadian Consolidated Rubber Co. Limited

Head Office - MONTREAL, CANADA

Service Branches at –Halifax St. John Quebec Ottawa Toronto
Hamilton Brantford London Kitchener North Bay
Fort William Winnipeg Brandon Regina Saskatoon
Calgary Edmonton Vancouver Victoria

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, FEBRUARY 3, 1917 No. 5

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A Slight Interruption

THE fire which damaged our Toronto factory burned up all our reserve stock of O-Cedar Polish and O-Cedar Polish Mops. Naturally this entails some delay in filling orders—and dealers may for a short time experience some difficulty in replenishing their stocks. We are, however, making every effort to overcome the handicap and hope to be making **deliveries as usual within a few weeks.**

O-Cedar Polish

(MADE IN CANADA)

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE, TORONTO

No. 10½.

For One Burner

	Length		Height		Width
Inches	13	x	18	x	13

No. 12½.

For Two Burners

	Length		Height		Width
Inches	20	x	18	x	12

OIL STOVE OVENS

Black Iron Japanned

Glass Paneled Drop Doors

Glass-paneled Oven Doors are very popular on account of the user not having to open oven door when baking is in progress. The Cooking is always in plain sight. This saves the heat and fuel. When light baking is being done, such as cakes, it saves disturbing contents by jarring the oven.

The Thos. Davidson Mfg. Co.
Limited

TORONTO MONTREAL WINNIPEG

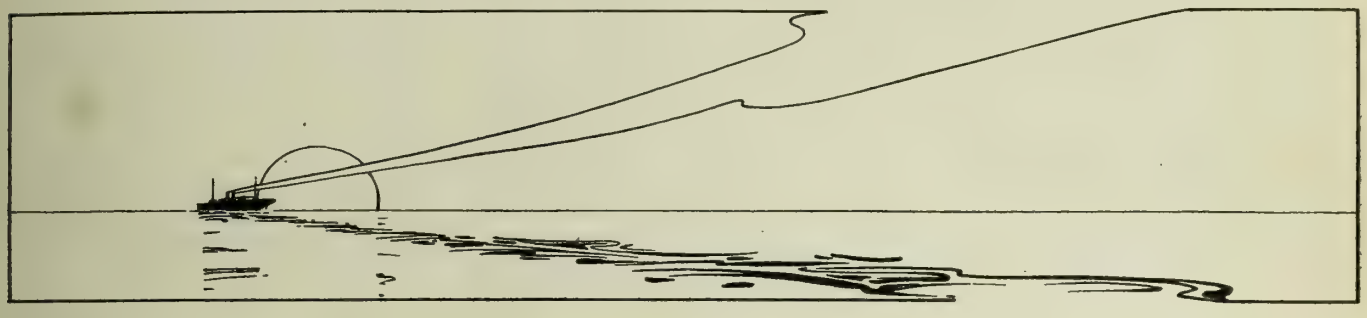
If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO FEBRUARY 3, 1917 No.



Over Billion Export Trade in 1916

The Exports for Year 1916 Almost Tripled Those of 1914 — Manufactured Products Head List of Exports—Agricultural Products Second on List.

GOVERNMENT figures issued this week show that Canada's export trade for 1916 reached a figure considerably over the billion mark.

Total Canadian trade for 12 months ending December, exclusive of coin and bullion amounts to $1,879,171,893. This shows an increase of $775,135,707 over the total for 1915, and of $969,537,072 over the total for 1914.

Total trade for the month of December, 1916, amounted to $200,548,572, an increase of $61,263,248 over the corresponding month of 1915.

Exports Reach High Figure.

Total exports of Canadian produce for the year 1916 amounted to $1,091,706,403, an increase of $477,576,558 over the total exports for the year 1915, and an increase of $712,410,549 over exports for the year 1914.

In addition to the foregoing there were exports of foreign produce amounting to $20,738,599, and of coin and bullion amounting to $196,468,416. Exports of Canadian produce for the month of December, 1916, amounted to $130,037,174, as against $92,171,402 during December, 1915, and $37,193,609 during December, 1914. Canada's exports for 1916 almost tripled those of 1914.

Manufacturers Head the List.

The value of manufactured products exported in 1916 greatly exceeded the value of agricultural products. Exports of manufactures were valued at $440,477,143. Exports of agricultural products were valued at $364,605,703. Animal produce came next, valued at $117,909,753. Other products exported were valued as follows: the forest, $55,224,919; the fisheries, $24,349,835; the mine, 81,281,244; miscellaneous, $7,857,806.

The Imports.

Canada's imports of dutiable goods for 1916 amounted to $422,173,311, as compared with $261,842,472 in 1915, and $302,516,964 in 1914. Imports of free goods in 1916 were valued at $344,553,580, as compared with $261,842,173 in 1915, and $302,516,964 in 1914. Duty collected in 1916 amounted to $139,002,178, compared with $91,907,722 in 1915, and $81,771,651 in 1915.

Heavy Exports of Steel.

Figures are not yet available showing the value of various products listed under the head of manufactured products. Manufacturers of iron and steel, and more particularly the latter, will form a very large proportion of the exports of manufactured products. The export demand for steel and steel products continues to be good, and some firms have had to turn down inquiries.

Export Trade is Heavy.

An official of one of the largest steel companies in Canada stated this week that the export demand is as great as at any time since the outbreak of the war. His company did some export trade prior to the war, but during the past 2½ years the company's export trade has increased tremendously, and many new connections have been formed. It is said that the company's products compare very favorably with, and in many cases excel in quality, products of a similar nature made in other countries. One of the chief difficulties has heretofore been that of taking care of the increased demands from abroad. Some manufacturers have had to turn down many inquiries from abroad, but this is a condition which was expected and has to be faced at a time like the present. One thing is certain, however, and it is that Canadian manufacturers have grappled most effectively with the export situation, and have handled an amount of export trade which, prior to the war, would have been thought impossible.

The railway tie-up in Canada has been a handicap to manufacturers. For several months transportation problems have confronted manufacturers at every turn. The situation has been a trying one, but with

the curtailment of passenger service there should be an almost immediate improvement in the freight situation.

C.P.R. Purchases For Export $24,000,000 for 1916.

Purchases in Canada on British War Office account by the Canadian Pacific Railway amounted to $24,000,000 in 1916. This compares with a total of $26,000,000 for the 18-month period, from May 1, 1915, to Nov. 1, 1916. Although, as a general rule, the purchases have been pretty equally divided from month to month, the relative increase for the year is significant.

Of the $24,000,000 total $20,000,000 is covered by purchase of foodstuffs of all kinds other than flour; none of the latter having been bought through the C.P.R. This account includes the several cargoes of Canadian refined sugar that were purchased last summer.

Miscellaneous manufactures of iron and steel accounted for $1,500,000, and miscellaneous supplies, including rubber boots, rubber hose, leather shoe packs and sundry articles, for another $1,500,000, while cotton and woolen goods purchases totalled $1,000,000. The only gain for the year occurred in purchases of foodstuffs.

Purchases on this scale are understood to be still under way and if the past rate of gain is maintained, further increases may occcur. A comparison of the last published figures with those just given out follows:—

	May, 1915 to Nov., '16	Jan. 1 to Dec. 31, '16
Cotton and woolen goods.	$ 2,550,000	$ 1,000,000
Foodstuffs	16,200,000	*20,000,000
Sugar	2,600,000	.....
Manufacturers of iron and steel	2,400,000	1,500.000
Miscellaneous supplies...	2,250,000	1,500.000
	$26,000.000	$24,000.000

*Including sugar.

Canadians After Trade.

Many Canadian manufacturers, whose business heretofore has been confined to Canada, are particularly desirous of entering foreign markets. Not a few manufacturers created their first openings in foreign markets during 1916. That the buyers in foreign markets are interested in Canadian manufactures is quite evident by the many inquiries being received in this country.

Goods Canada Can Export.

Following are among the products which Canadian manufacturers of hardware and allied lines are in a position to export:

Brass valves; ships' pumps; locomotive specialties; fire hydrants; castings (brass, bronze, copper and aluminum); special castings (all metals); steel chain; steel chain specialties; coil and machine chain; halter chain; cow ties; heel chains; trace chains; logging chains; electric welded chain; ornamental iron gates; coal and wood ranges; shoe polish; silver polish; iron and steel hames; saddlery hardware, steel and malleable, such as rings, dies, bits, buckles, snaps, etc.; wagon and carriage hardware; automobile accessories, including bumpers, auxiliary seats, tire holders, tire irons, etc.; special forgings, fly swatters; flour sifters; fly traps; bread mixers; lunch boxes; galvanized pails; tinware; steel enamelled wares; pieced tinware; metallic ceilings; wall material; metallic shingles; metallic sidings; farm and poultry fence; ornamental iron fencing; mantles and grates; boys' express wagons; boys' and girls' sleds; kitchen cabinets; lawn furniture; folding chairs; oil cake; oil cake meal; lanterns; sheet zinc; plates; stoves; washboards; extension ladders; shoofly rockers; blacksmith's forges; blowers; hand drills; rotary wing pumps; iron and steel drills; blackmith tools; linseed oils; oxides; dry colors; mixed paints; varnishes; bar iron; bar steel; wrought pipe; wire nails; annealed wire; galvanized wire; barbed wire; tinned mattress wire; horse shoes; bolts and nuts; plumbers' supplies; safety razors and blades; painters' brushes; cotton rope; wrapping twine; awning cord; wire fencing; wire gates; hack saw blades; cast iron enameled goods; collar pads for horses; working men's cotton gloves; hand saws; files; circular saws for wood and metal; band saws; band re-saws; paper trimming knives; wood-working machinery; knives; narrow band saws; galvanized sheets; lawn mowers.

Canadian Hardware for Russia

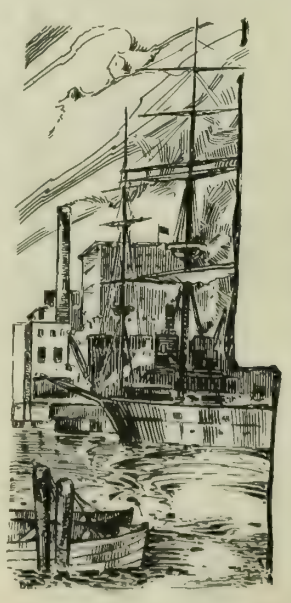
According to the Canadian Trade Commissioner in Russia in Asia, L. D. Wilgress. Imsk, Siberia, there is an opening for Canadian hardware in that country. Prior to the war the hardware trade in Siberia was catered to largely by Germany. The manufacturers of Great Britain, the United States and other countries were practically only able to compete with the Germans in a few special lines, such as tools. Dealers are now seeking alternative sources of supply to replace the goods formerly imported from countries with which Russia is at war. In this connection the manager of one of the principal houses distributing hardware in Siberia stated that they would willingly give trial orders to Canadian firms able to offer articles suitable to the requirements of the market. The stocks of nearly all kinds of hardware are very low and high prices, it is said, are being paid. As an example it may be mentioned that wire nails which formerly were sold wholesale for 3 roubles (rouble is about 50c.) a pood (36 pounds) now bring from 20 roubles or more a pood, and retail at from 1 rouble to 1.25 rouble per pound. An opportunity is, therefore, presented for the execution of trial orders after the manner described in the preceding paragraph. Canadian manufacturers of the smaller kinds of hardware which are adapted to consignment by parcel post can in this way get their goods known and establish connections which would be sure to prove valuable when normal trade is resumed after the war.

A list is submitted herewith of some of the principal lines of hardware which appear to present openings for Canadian manufacturers sending trial shipments by parcel post under the present difficult conditions of trade. This list has been prepared after interviews with the managers of leading firms distributing hardware in Western Siberia: —

Articles of Hardware Required.

Bell pushes, bolts and nuts, buckles, builders' hardware of all kinds, burners for kerosene lamps, drills, electric light fittings, enameled ware, files, flasks, flasks for hot water, hair clippers, hammers, handles for doors, hinges, hooks for clothes, lamps, lanterns, nails, wire, pulleys, pumps, hand; radiator fittings, razors, saw blades for frame (buck) saws, scales, screws, shovels, skates, tools of all kinds, wire, wringers, clothes; valves.

Most of the products enumerated in the foregoing are made in Canada, and are made in a large variety of designs. The quality of the goods in most cases is excellent. Whether or not the designs would appeal to, or meet the requirements of, the Russian trade, can only be ascertained by arranging to have samples submitted with prices, terms, etc.



The necessity for Canadian manufacturers adapting their products to the requirements of the market was emphasized by the leading hardware dealers in Omsk. The willingness of German firms to meet the wishes of customers contributed very largely towards their success in securing so large a share of the hardware trade in Siberia. German travellers would personally canvass the territory and take away with them samples of the kind of articles required.

Siberia is principally a peasant market, and in order to meet with a ready sale goods must be cheap in price and adapted to

the purpose for which they are designed. This migth prove a handicap to some extent to Canadian manufacturers, because the latter pay more attention to quality rather than to cheapness. Germany prior to the war, turned out many lines of cheap goods, in the many instances the goods were mighty expensive even at the low price.

Canadian Trade in South Africa.

During the year 1915 imports of Canadian goods into South Africa increased almost a million dollars.

The imports into the Union of South Africa in 1915 were valued at $142,149,974, as compared with a valuation in 1914 of $152,436,604. In 1915 the British Empire was credited with supplying goods of a value of $98,806,200, or 69.5 per cent. of the total imports, and foreign countries goods of a value of $43,343,774, or 30.5 per cent. of the total imports.

Imports of Canadian goods into South Africa showed an increase to $4,759,985 in 1915 as compared with $3,791,503 in 1914.

During the year 1915 the imports of the following articles from Canada were greater in value than similar imports from the United States, viz.: butter, calcium carbide, cheese, fish, glycerine for making soap, oatmeal, printing paper and wheat flour.

During the year 1915 the imports from Canada were as follows: Agricultural implements, $117,107, decrease $84,198; agricultural machinery, $21,500, decrease $70,914; bacon and hams, $85,575, increase $24,182; binder twine, $32,519, decrease $54,375; butter $107,587, increase $107,582; calcium carbide $205,256, increase $94,092; cheese, $135,171, increase $45,196; fruits and nuts, $12,814, decrease $8,269; furniture, $52,453, decrease $1,395; machinery, n.e.s., $17,038, decrease $2,755; milk, condensed, $11,480, increase $11,480; motor cars and parts, $703,457, increase $81,852; nails and screws $49,274, increase $49,138; oatmeal $98,817, decrease $3,115; printing paper, $274,470, decrease $13,933; paper, other, $13,184, increase $10,303; pipes and fittings, $9,782, increase $8,093; preserved fish, $199,830, increase $16,347; rubber tires, $17,728; tools, $10,765, increase $6,682; preserved fish, $199,830, increase $16,347; rubber tires, $17,728; tools, $10,765, increase $6,682; preserved fish, $199,830, increase $16,347; wheat, $525,643, increase $208,818; wheat flour, $1,671,169, increase $542,001; wood and manufactures, $289,553, decrease $19,762.

It will be noted in the foregoing that increases have been recorded on most hardware lines.

An Explanation of Exchange

How Payments and Collections Abroad Are Handled to Avoid Sending in Gold—How Exchange Rates Are Governed—Keeping up Sterling During War Times.

THE manufacturer who is interested in export business faces a number of more or less complex problems, not the least of which is the question of exchange. When he comes to collect on the goods that he sells abroad the same question comes up. As a matter of fact, contrary to general opinion, there is nothing difficult in understanding the exchange problem. It is simply the payment of an obligation in one place by the transfer of a credit from another. If an industrial corporation has purchased raw materials, wood for instance, in Montana or in Australia, it owes money or its equivalent for these materials and sooner or later it will have to pay. It can pay its obligations by contractng with a bank to ship gold. But that is a costly procedure. It pays to purchase the obligation of a dealer in Montana or Australia as the case may be, and send it to the creditor to defray the indebtedness. It is the profitable practice to cancel one debt against another, thus discharging the obligation without the actual transfer of money.

Inland Versus Foreign Exchange

Inland or domestic change, to which the same general principles apply as to foreign exchange, represents the transfer of funds between the different points in the same country, generally by means of drafts or checks. Inland exchange operates as a clearing house between different sections of the same country.

Keeping in mind the expense of shipping gold, let us follow the creditor through his transactions. A Toronto manufacturer has sold a firm in Saskatoon a bill of goods, agricultural implements, for instance, and he wants the money owed him. He, therefore, draws upon the Saskatoon customer, or to put it in another way he sells the bank his credit. But should Saskatoon firms owe a good deal of money in Toronto more than Toronto firms owe Saskatoon, the banks would have a scarcity of Saskatoon funds and the draft would cost more than if debts between the two cities were equal, or if Toronto owed more than did Saskatoon.

In Canada the rate for inland exchange is generally very low—much below the cost of shipping the actual money. This is due to the branch banking system and the consequent fluidity of our credit. Each bank through its branches is generally able to supply the bulk of its own domestic exchange requirements and it is only in the case of special transactions of large amounts that outside purchases or sales are made. The maximum discount or premium between Montreal and Toronto on large tranfers between banks, never exceeds 15 cents per $1000. Otherwise it would be cheaper for a bank to remit large Dominion notes by registered mail insured. This is an important fact for the treasurer of an industrial corporation to know, else the firm might be charged more for a draft than the bank under the circumstances needed to have assessed its customer.

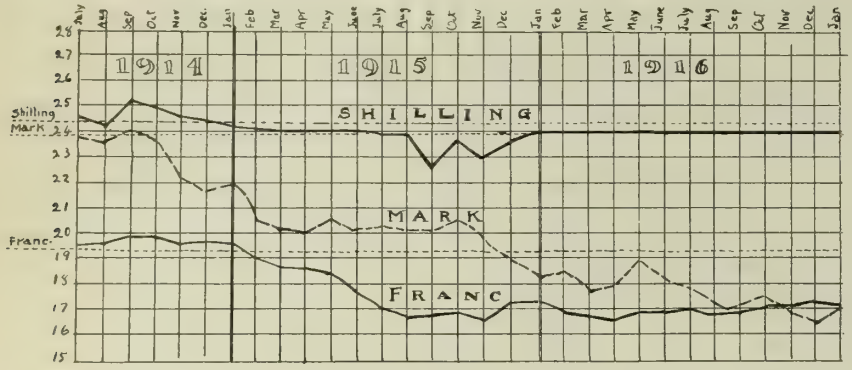
Exchange Between the United States and Canada

It must be evident that inland exchange is very simple because it does not involve quotations in different monetary systems. For this same reason the exchange question between the United States (New York) and Canada is a relatively simple one. A shipment of gold can be made from New York to Toronto at the rate of 70 cents per $1000. Of course the volume of business is very large, for Canada has been buying heavily in the United States.

Until 1912 New York funds were generally at a slight discount in Canada notwithstanding the fact that Canada bought more from than she sold to the States. This strange condition was due to the fact that British capital was paying for Canada's surplus imports from the United States. As a rule, ordinary business can be conducted without resorts to gold shipments, but for the reason that Canada has no exchange centre of her own and conducts her exchange relations with Europe through New York and, since there are sharp fluctuations monthly the subject is important.

On this last point it is important for an industrial treasurer to know that at the end of each month Canadian banks try to convert their surplus funds accumulated in New York into Canadian funds. New York funds go to a discount and for a day or two there is an opportunity to purchase New York funds

in Montreal to advantage. As regards Canadian investments in foreign securities something may depend not only on the exchange rates between New York and, say Russia, but also between Canada and New York.



This chart shows the trend of the mark, franc and shilling since July 1, 1914. *The shilling is worth, at par,* 24.33 *cents; the mark* 23.81 *cents, and the franc* 19.3 *cents.*

During the first few months of the War, Canadian exchange rates were especially favorable, but towards the end of 1914 and throughout 1915, they were adverse until the Dominion loan was floated in August of 1915.

The Par of Exchange and Gold Points

While it is now apparent that heavy buying or a small supply of London funds in New York will increase the rates for sterling, that is, will cause the New York buyer to pay more than $4.866 per pound, Sterling, it does not follow that the price will go up indefinitely.

The price can only rise to a point where it would be more advantageous to buy gold, ship it abroad and have it made into golden currency of the country to which it is owed. It can fall only to the extent that it would cost to have it shipped into the United States or Canada. These two points are called the Gold points and, in the case of Sterling funds, are normally $4.845 and $4.887. The par of exchange lies between the gold points at $4.866.

The outstanding feature of the foreign exchanges in 1916 has been the effort of the British Government to keep the pound sterling stable. It ought probably to be said that success in the effort is the really remarkable result. From the first of January, when there were some rigid fluctuations at the end of a gradual and regular improvement from the time sterling was about $4.60, the quotations have been pinned very closely to $4.76 or thereabout. This represented a discount of about 2 per cent., or a little more.

Mobilizing to Support Sterling

The chief method used by Great Britain was one begun in December, 1915, when arrangements were completed by which a syndicate of American bankers granted a group of eight leading joint stock banks a credit of $50,000,000 to facilitate private transactions. This credit was secured by a deposit of British Government securities. This provided payment for about $50,000,000 of American exports.

Furthermore, the British Government began as early as August, 1915, to mobilize the holdings of French and English investors in American securities in order to prepare for the inevitable secured loan to be issued in America. After several appeals to patriotism, the British Government resorted to taxation as a means of bringing out the securities, though even this scheme has been none too successful. The sale of securities by private investors themselves was not prevented—indeed it was even encouraged, as it obtained the same end—namely, means of payment for American munitions and supplies.

Russia and Italy employed about the same methods as France and Great Britain to maintain exchange, though not with as great success. In fact at the end of the year roubles are at a discount of 41.3 per cent. and lires at 31.2 per cent.

They have raised loans chiefly from the banks for payment for munitions and supplies though some of the internal Russian loan was sold in America and the Russian Government sold $50,000,000 of an external loan in America.

Marks and Kronen

The German Government and German financiers have had to face the decline in marks, a sharp decline from April to the present time when they are down to 66.12½ representing a discount of 24.4 per cent. against a discount of only 2.2 per cent. for sterling and 12.5 per cent. for francs. Exchange with Vienna is at a discount of 38.3 per cent. Efforts have been made in Germany as in Russia to fix exchange rates arbitrarily, but without success. This may steady the rates somewhat, but it does not raise the rate at a time when Germany cannot settle her foreign debts with gold or by exporting merchandize.

The Canadian Situation

Exchange between Canada and New York has been more irregular than between Great Britain and New York in 1916. After the New Year, New York funds went to a premium in Canada ranging as high as ¾ per cent. in February. This indicates that Canada owed New York money, and those who wished to pay bid up New York funds. Some relief from this situation was secured by the sale of the $75,000,000 loan in March and from time to time by the sale of municipal and provincial securities. From April 1 to Sept. 1, the rates varied around a premimum of ¼ to ⅜ per cent., but since the movement of the crop set in the rates have fallen to around par., as they did in 1915, and as they usually do.

One interesting feature of the exchange situation—one not generally recognized as an exchange problem— is the fact that the Canadian Government and Canadian banks have helped to finance British war orders in Canada. Since Canada deals in exchange through New York, this helps to maintain pound sterling; otherwise there would be even more London exchange in New York. But it also means that Canada's exchange relations with New York are less favorable than they would be if New York owed Canada for British payments for Canadian supplies. That is, New York funds in Canada are at a greater premium than if New York owed Canada more. This is, however, an advantage to the Canadian exporter, who gets par or more for his British payments. It is a disadvantage to the importer, especially the importer from the United States who has to pay a premium for New York funds. But this obviously has its advantages, an advantage with which Sir Thomas White has not generally been credited.

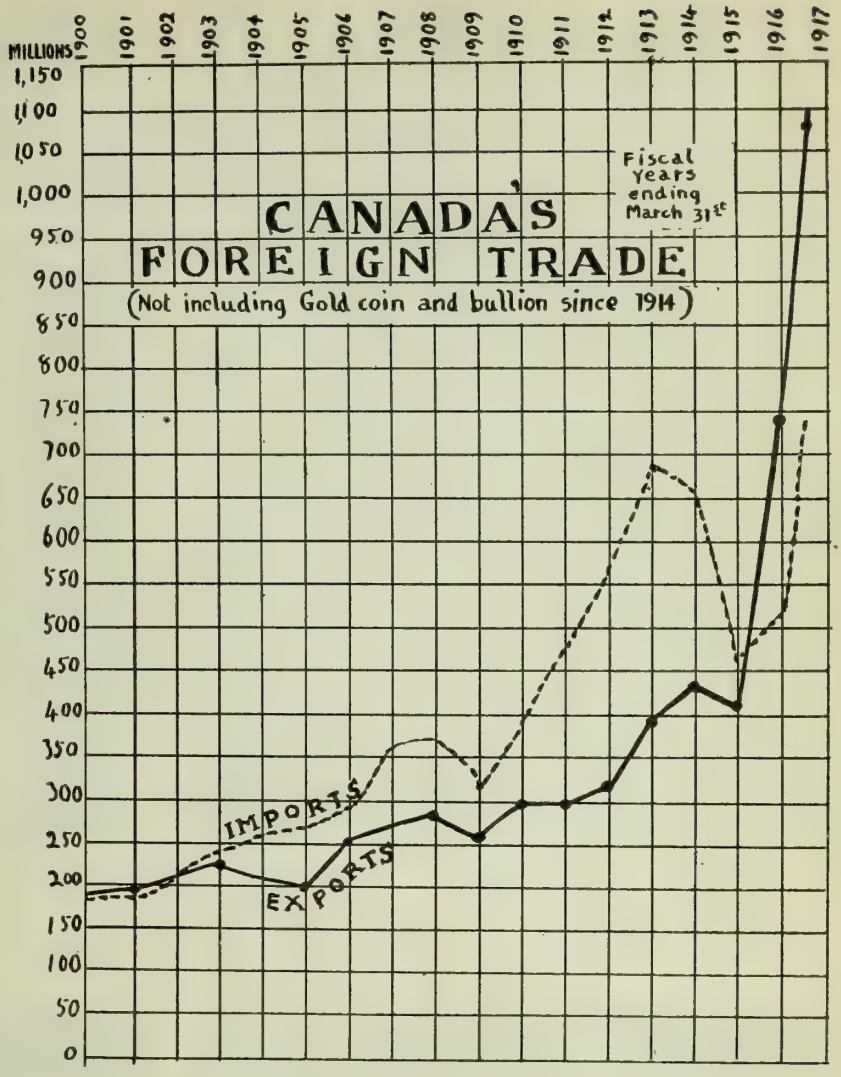
Dollar Exchange

It is important to remember, too, that a year or two ago there was scarcely a market in New York for South American or Russian exchange, and, therefore, if the United States had to pay South America money, it had to buy South American exchange in London, paying for it in sterling— may be at a premium. The greater part of the world's exchange business was done through London. Dollars had to be converted into sterling funds and reconverted into pesos, sucres, milreis, bolivars, etc., and vice versa. This was a costly procedure and a different one. But now since the Federal Reserve Act has enabled American banks to open branches abroad a direct market in South American exchange has developed. To-day New

Yorkers can buy checks on Buenos Ayres without first having to buy checks on London. This is, of course, an advantage for Canadian industrial exporters to South America as well as to Americans. Petrograd exchange is developing similarly, but it will be some time before it will be a broad exchange market. That one has developed at all in 1916 is a significant fact for the future of American and the Canadian export trade.

Future of Exchange

It may be expected that the warring countries will have to put forth additional efforts to support exchange rates. If Germany cannot pay in gold or in goods, fortunately for her she is not able to contract new debts abroad. Financially it is a good thing for Germany in the long run that she cannot import goods or sell securities to advantage abroad. She has to live within herself. It is also probable that Great Britain and France will try to do with less of American goods. Our American neighbors are apt to become increasing sceptical about the security, of British loans, and the supply of American securities will not last forever. In fact, over half have been sold back to America. If the foreign exchanges go against Europe worse than at present, importing from America will become very expensive. It is for this reason that Great Britain is bending every energy to produce as large a proportion as possible of her munitions and war supplies and even food at home.



Canada's Balance of Trade.

This diagram scarcely needs explanation. The war wrought a complete change. It must be remembered, however, that in 1914 *Canada owed* $120,000,000 *of interest annually, and to-day about* $200,000,000; *so that she must have a favorable balance amounting to this before she is paying her way.*

WRITE DIRECT TO PENSION BOARD

The Dominion Government have appointed a Board of Pension Commissioners for Canada with offices in Ottawa. As this board wish to cause as little delay as possible in dealing with communications with regard to pensions, they wish the public to correspond directly with the Board of Pension Commissioners, Ottawa.

A great deal of delay may be caused by communications being sent through other Departments of the Government.

The Patriotic Fund Association and the Military Hospitals Commission have kindly consented to give information and assistance to those wishing to write direct to the Board of Pension Commissioners. These societies have offices in certain localities throughout Canada.

In addition, in order to facilitate the granting of pensions, the Board is opening branch pension offices in Vancouver, Calgary, Edmonton, Regina, Winnipeg. London, Hamilton, Toronto, Barrie, Kingston, Ottawa, Montreal, Quebec, St. John and Halifax. All information with regard to pensions may be obtained from these offices.

WAR PURCHASING COMMISSION

FOUR large volumes are comprised in the report of the War Purchasing Commission tabled in the House of Commons, Ottawa, on January 23, and covering the work of that body from the time of its appointment, up to December 31st, 1916. Details of all accepted tenders in thousands of contracts are given along with all the Orders in Council relating to war purchases.

The commission is composed of Hon. A. E. Kemp, George F. Galt and H. Laporte. In a letter transmitting the report, Mr. Kemp says the duties of the commission include the supervision of purchases for the Canadian forces as well as the naval service and internment operations of clothing, equipment, munitions and supplies of every sort and the supervision of contracts for transportation. Purchases are made upon a tender or competitive basis. Inspection is carried out at the headquarters in Ottawa.

The rates charged for the transport of bodies of troops of 350 or more of all ranks for distances over 100 miles are one cent per mile second-class whether the railway company provides second-class accommodation or not, and one and a half cent per mile first-class. The rates for numbers fewer than 350 and for distances of 100 miles or less are one and a third cents per mile for second-class and two cents for first-class. These rates for freight are on a commodity basis of fourth-class on military equipment. For the transport of troops these are fixed by an agreement in connection with the sailing of each vessel these rates on an average being $61 for officers and for other ranks varying from $33.75 to $36.25, according to the class of vessel.

The hardware and furniture business established in Camrose, Alta., under the name of Burgar, Davidson & Co., and later Hiram Burgar Hardware Co., has been transferred to Messrs. Taylor & Morris, of Edmonton, who has been in the hardware business in Lacombe.

The Making of a Modern Range

An Account of the Varying Processes of Manufacture—How the Different Parts Are Cast, Prepared and Assembled—New Processes in the Manufacture of the Sheet Steel Gas Stove.

Based on a visit of a Hardware and Metal representative to the plant of the Gurney Foundry Company, Toronto.

MOST people are contented to take stoves for granted, using them daily, with never a thought of the many intricate processes that go towards their make-up. The stove is an ordinary article, in some form or other, one of the most common of all the articles that modern thought has produced to add to the comfort of life. It is not, however, one of those articles that naturally encourage a curiosity into the process of production. Yet this process is varied and interesting and full of surprises. Few people would realize the extent of the work required for the production of the ordinary stove, nor the care that is used in its construction.

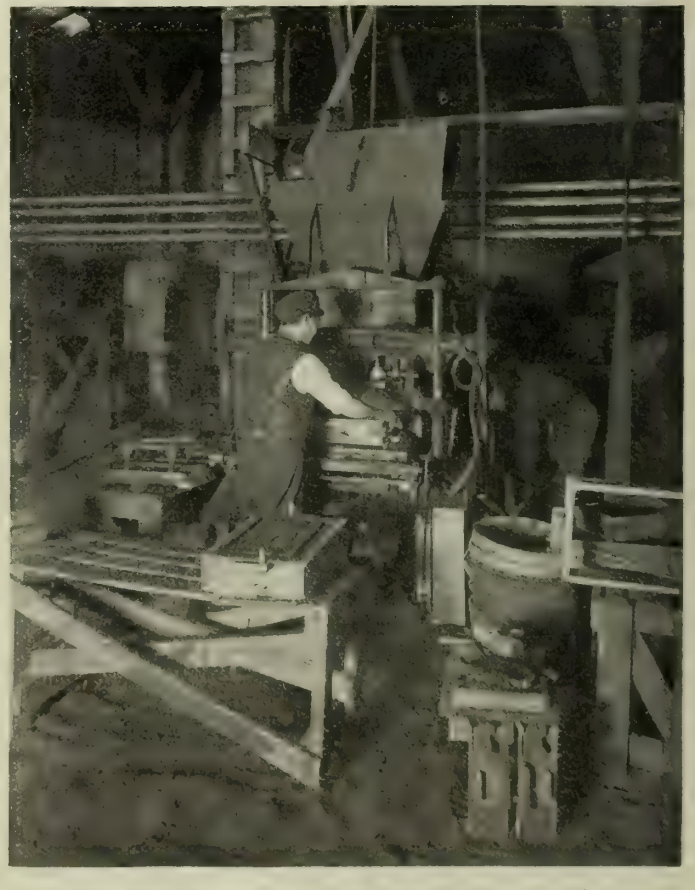
Making Patterns for Patterns

The care begins with the very first department, where the stove patterns are made, and is continued consistently till the stove leaves the shipping room. The pattern room is the first point of interest of any stove factory of any size. Here the patterns for the stoves to be cast are painstakingly fashioned by skilled wood carvers. Formerly these wood patterns were used as the master pattern for all the castings, but wood had one great fault: it is subject to shrinking with much use; the casting would not be quite true to the original pattern, and in just that much the stove fell short of a possibility of perfection. As a result, modernly equipped plants are now only using these wooden models to make a mould for the aluminum pattern, which is proof against these disadvantages. These aluminum patterns become the master patterns from which all the castings are to be made.

How the Moulds Are Made

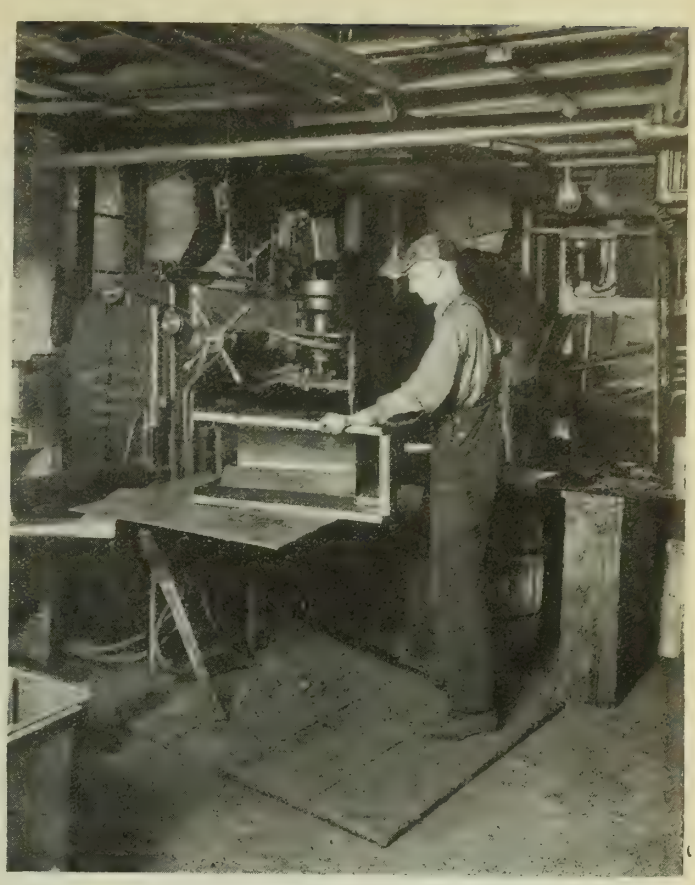
In the moulding shop the large pieces even in the most modern plants are still moulded entirely by hand, as this method has proved to give the most satisfactory results. All the medium-sized and small pieces, however, are moulded on moulding machines that materially increase the speed of the process, though even with these there is a good deal of personal care required. The moulding box is made in two sections, the upper half fitting down over an iron guide, so that both sections may be kept in absolute alignment. One-half of this mould box is filled with fine sifted sand and the pattern placed upon it. The upper half is then placed on and also filled. A lever is pulled and a press catches the open ends of the box, pressing them firmly. At the same time a movement of the operator's knee starts a vibrator going; this vibrates the mould box and loosens the hold of the sand on the pattern. A wooden plug is then driven in to touch the pattern. This opening is made to allow the entrance of the molten iron. When this is done, the upper box is removed and the pattern taken out; the top is placed back again, and the mould form lifted entirely off, leaving a little

Hand Welding—the moulder tooling out irregularities in the mould.



Moulding Machine—used for all small pieces—adds greatly to speed of work.

The Nickeling Vats—removing a finished plate.



Spot Welding—a new machine that has simplified steel stove making.

square mound of sand, that is placed on the ground along with many other rows of similar mounds that await the pouring of the metal.

The larger moulds are made in the same way, except that the work is done entirely by hand, and, consequently, all the operations of pressing the sand must have the care of the moulder; other than this, however, and the fact that with these large castings the mould box is not removed, there is very little difference other than in the time required for each operation.

When the moulds are all set it is time for the pour. The spout of the furnace is opened and the fiery metal pours out, giving a strange mysterious light to the place. Lines of sweating men in heavy leather aprons, carrying buckets with handles five feet long, carry the molten metal to the moulds. The pouring of each mould adds another glow of light to the surroundings. When the last mould has been filled they are opened and the sand distributed. While still hot the neck of iron, that is due to the filling of the pouring entrance, is knocked off with a heavy hammer and the mass of rough castings are left to cool.

Where Bedlam is Let Loose

The next process in the manufacture of the stove takes you to a place of horrible noise. The din is terrific. Imagine thousands of bits of heavy iron being shaken about in iron tubs, and you will have some idea of the din that prevails, for that is about what is happening. When the castings come from the moulds there are many particles of sand adhering to them that have to be removed. In the large castings, like the bottoms of furnaces, or the great boilers used for cooking purposes in large hotels and institutions, they are cleared by hand. This is done by brushing them with wire brushes, a long and tedious process. The revolving drum process achieves the same result at a fraction of the time and labor. Great square drums of iron are filled with these smaller castings, and the drums are turned, and the castings bang around in happy confusion. It is hard to imagine the pandemonium that results. Imagine the clamor of the cement mixer that is a not infrequent visitor on our streets; consider its ability as a disturber of the public peace, and then if you can imagine a whole fleet of such machines—say, a dozen or more of them, grouped around a square, and you will have only a slight idea of the blissful peace of the atmosphere of this department of a stove factory, for crusted stone is a feeble noise-maker by the side of cast iron. To the high tenor of these many great drums, each about four feet square by six feet long, there is the lower tenor of the grinding stones which take the castings as they come from these drums, cleaned of the sands of the mould and grind off any irregularities on their surface.

The Peaceful Nickeling Process

From this bedlam of noise it is a happy relief to step into the sabbath peace of the nickeling department. Here is a great room filled with long vats. At one end of the room are the cleaning vats—a very necessary part of the equipment, for a casting must be free from any suggestion of grease if the nickeling is to be even. The castings as they come from the grinders are attached by a wire hook to a long pipe that runs the length of the vat. This pipe is charged with electricity, and causes the alkaline solution to act quickly. The casting is taken out of this bath and cleaned in fresh water. If this water runs off the surface of the casting evenly it is known to be free from grease. It is then dipped into a similar bath to the first, only that this bath is acid in its reaction, and neutralizes the effect of the alkaline bath. After this it is again rinsed, following which it goes to another bath similar to the first, save that the composition of the solution is different, and it is more highly charged with electricity.

The time it takes to nickel a casting depends a good deal on its size and character. A smooth casting will be

effected much quicker than one showing design. Anywhere from 10 minutes to 45 minutes will be required to properly nickel these pieces. Coming from this bath the castings have a dull greyish-silver look. The next process is burnishing.

Burnishing Brushes of Cotton Sheets

These burnishing brushes are of very unusual construction, being nothing more than circular cotton sheets about two feet in diameter. These sheets are piled one upon another till a thickness of about two inches is reached; this is the burnishing wheel. While the wheel is at rest it is possible to separate and feel each sheet of this cotton, but when in motion the speed with which it turns gives it a hard brushing surface that

Hand Polishing—burnishing the nickeled parts.

quickly puts a bright finish on the nickeled part. All the parts of the stove, whether nickeled or merely the plain cast iron, are brushed to a high polish by machine brushes. This is the last step in their actual manufacture. The next step is to the assembling room, where the stoves are set up and examined before they are crated ready for shipment.

The Pressed Steel Stove Differs in Manufacture

Up to the present we have only spoken of the cast iron stoves; the development of the modern gas stove has made quite a change in the manufacture of these. The bulk of the gas stoves are, instead of being made of cast iron, pressed out of sheet steel. This, of course, necessitates an entirely different system of manufacture. The different parts of these stoves are stamped out of steel by an immense press, that gives the part exactly the shape that it is supposed ultimately to have. The fronts, tops and bases of these stoves are made of 16-gauge steel, other parts of 22-gauge, while the doors and legs are of cast iron, as in the ranges described before; these different parts are all welded into a solid piece by the aid of the oxy-acetylene torch.

Spot Welding a Modern Invention

In the good old days all different parts would have had to be riveted together, but modern invention has permitted a great saving of lavor in the spot welding machine. There are a great many connections and jointings that are required in the gas stove manufacture that would require infinite time by the old method of riveting; they are now joined together and placed between the points of the welding machine. These points are drawn together, letting loose 600 volts that welds the points touched, as though they were a single piece. It is only the work of a moment. The welding can be done just as fast as the lever can be raised and lowered.

Its sheet steel parts all assembled, the stove is ready for its outer dress, the familiar coat of japan enamel. Before this can be applied, however, the whole pressed steel form is thoroughly washed in benzine and cold water. It is then taken to the japanning room, where the huge vats of varnish and the immense baking ovens that set the varnish are located. When the rough stove form enters this department it is not brush painted, as most people imagine, but is attached to a chain and lowered into the japan varnish vat, where it is quite submerged. Under this method there is no part so small that the varnish does not reach it. When once thoroughly dipped, the dripping stove form is hauled up out of the vat and left to drain. The long line of stove forms dripping over these vats make a curious sight. These forms are allowed to drip for half an hour to remove all the superfluous moisture, and are then run into the immense ovens that bake the varnish into the hard enameled surface with which we are all familiar.

These ovens are a matter of curiosity in themselves; they are 15 feet deep, six feet tall, and six feet wide, and are heated by gas pipes running the full depth of the oven on each side. Into this oven the dripping stove forms are wheeled and the heat is turned on. It takes 35 minutes to bring the ovens to the required heat of 450 degrees; at this temperature they are baked for two and a half hours. From this room the stoves go to the assembling rooms, where the doors and legs are attached and the gas fixtures installed; all these are, of course, castings made in the moulding shop.

We have spoken only of the manufacture of stoves. This, although the chief product, is not the only one, though the varieties of stoves produced might well justify a separate industry. From the little sheet steel "Quebec Heaters," lined with fire brick, through a whole series of heating stoves and an equally extensive array of cooking stoves, from the modest "Ranchers" stove that, as its name implies, is fitted for the modest cooking requirements of the bachelor, to the immense hotel range, with its numerous fires and multitude of ovens, the whole gamut of the stove manufacturing industry is seen.

Throughout every part of the processes of manufacture, from the chemist's laboratory, where the samples of steel and iron are examined, to the shipping room, where the crated finished product starts on its way to the consumer, there is the most rigid series of examination. In every process there is the supervision of an expert, and every part must meet the tests before it is allowed to be finally assembled into the finished product. Cure is the watchword in every department. The writer in his visit saw castings discarded because under test they failed to come up to the exacting demands of the department to which they belonged.

Joe. O'Grady, who for several years represented the McClary Mfg. Co. in Toronto, has been transferred to Northern Ontario territory with headquarters at Sudbury. Joe as he was familiarly known, will be greatly missed in Toronto hardware circles where he had many warm friends.

Systems for Export Trade

How a Manufacturer Seeking Trade Abroad May Make Sure That all Conditions Are Being Met—Information Which Must be Secured on All Points.

A VERY important matter for a manufacturer to consider when it is planned to go after export trade is the proper organizing of the department to handle the export end. Many new problems are faced when trade is sought outside of the home market. Goods must be packed differently, different custom's regulations must be considered, likes and dislikes of foreign customers must be taken into account.

An interesting article on this point was contributed to a recent issue of System by William Moskowitz. He outlined his own method of overcoming difficulties as follows:

Certain records essential to a well managed export department differ from the records commonly required in domestic trade. I have, therefore, found it necessary to develop a comprehensive plan that will keep my export records at all times complete in every detail. Confusion, uncertainty, delay and possible financial loss are as a result quite often avoided.

The classification given below may not fill all the requirements of all lines of business engaged in the export trade. But it can probably serve as a basis for covering all the necessary elementary data that must be on file if details connected with the handling of export shipments of every type are to be carried out properly. I have found that much time and labor are saved when all the details mentioned under the various headings are obtained at the time an agency or dealer connection is established.

I have also found it well to place copies of this classification in the hands of salesmen. They can then fill in the data when new arrangements are made. The result is that their reports cover essential details with uniformity and without overlooking anything.

DATA COVERING CUSTOMERS:

Full name of agent, agents, company or partnership; trade name (if any); full street address; post office box number (if any); city; province, state, or department; country; cable name; codes used; branches at; sub-agents at; territory to be covered; date of contract; duration of contract; termination notice on contract.

SHIPPING INSTRUCTIONS (CHECK THE PROPER INSTRUCTIONS AND ADD THE NECESSARY DATA):

Shipments with bill of lading in name of representatives: Shipment with bill of lading made out "to order:" Shipment with bill of lading in name of forwarding agent at port of entry (it is important to secure the name of this agent, as the documents not only go to him, but must be made out in his name): Consolidation of shipment with goods going forward by another concern (for this purpose secure the names of other houses which the agent represents): Through a commission house or forwarding agent: By express: By mail or parcel post: Shipping marks and numbers.

INSURANCE:

Yes or no? If yes, for what percentage above invoice value shall goods be insured? If no, state why. Note: If a sight or time draft is attached to the bill of lading, it is desirable to have insurance, as in the event of loss of merchandise at sea or otherwise, or damage of any kind, it might be difficult to collect from the agent. In the event of damage, where the shipment is not covered by insurance, the agent may refuse to accept the goods. The shipper is thus protected. Where, however, shipment is paid for at port of embarkation, or the representative has a floating policy, it is, of course, immaterial.

PACKING OF ADVERTISING:

May the advertising matter be packed in the same case with other goods? Or must it be packed in a separate case? If packed with other goods, must it be declared on the consular invoice, bill of lading, and (or) commercial invoices?

INVOICING:

Whether in dollars, pounds, francs, marks, etc.: Are invoices to be signed by a member of the firm making the shipment? Must any special stamping or notation be made on the invoice?

MEASUREMENTS AND WEIGHTS ON INVOICES:

Whether in feet, pounds, kilos, gallons, etc.
Stencil or brush? Gross and net weights and measurements in pounds, feet, and (or) kilos?

PRICES AND DISCOUNTS:
SPECIAL CONCESSIONS:
REIMBURSEMENT (CHECK AS NECESSARY):

By remittance with order: By part remittance with order, balance on a sight or time draft sent with documents to the bank: By sight draft with documents attached: By time draft with documents attached: By part sight and part time drafts with documents attached: Through a commission house: By letter of credit or letter of authority in possession of the shipper: By open account: By instalments through a local bank, warehouse or direct: Note: It is invariably safe to send the documents to a bank at destination of goods with a draft for their value attached. In some cases, however (for example, Colombia and Santo Domingo), it is not possible to make out an "order" bill of lading. The shipper, therefore, has no protection unless the goods are consigned to a bank or other concern well known to him, with instructions to release goods only upon payment of the sight draft attached to the documents. In such cases, time drafts are valueless if any uncertainty exists.

ADVERTISING:

Advertising material: Whether in English, Spanish, French, Portuguese, German, etc.: Kinds of advertising material to be distributed: Catalogues, folders, calendars, blotters, pencils, watches, desk weights, rulers, etc.: Imprint on advertising material: Advertising allowance: For newspapers, magazines, circulars, posters, etc. Language to be used for correspondence.

The above information we have standardized, and require our salesmen to give us reports in as great detail as possible. We file the information where it is readily accessible, and make sure on each shipment that no errors are made.

The following are some facts and sources of general information which are important for every concern that does an exporting business:

LOCAL PRICES:
DUTY:
REGISTRATION OF TRADE-MARK:

Note: The trade-mark and (or) trade-name should be registered in each country, inasmuch as an unscrupulous individual, by prior registration, can often make matters exceedingly unpleasant and may demand an exorbitant sum of money for a release. In some cases, it is impossible for the manufacturer to ship goods to a country where his trade-mark or trade-name has been taken. Trade-mark registrations usually run for a period of five or ten years and are, as a rule, comparatively inexpensive and always desirable as a means of avoiding possible complications.

CONSULAR DECLARATIONS:

Note: Full information regarding the exact declarations should be given, in whatever language is necessary. In view of the high tariff in many countries on advertising material, it is also desirable to secure the proper declarations for the different kinds of advertising material that may be forwarded to the dealer: such for instance, as catalogues, folders, booklets or blotters.

AN EXPORTERS' HAND BOOK:

Note: A book of this type is practically indispensable in connection with all export work. One standard work which is published and brought up to date every year, is said to contain "full and authentic information relative to shipments for every country in the world." In addition, it contains a mass of very useful information regarding many topics: the value of moneys, weights and measurements, consular invoice forms, and the like.

ADJUSTMENT OF INVADING SALES:

Note: On certain commodities (type-writers, for instance), it is desirable to make some arrangement whereby the representative will be compensated if the article which he represents should be imported into his territory by others and discovered by him after a certain period; a clause to this effect can be inserted in contracts.

SALES TO COMMISSION HOUSES:

Note: Where it is desired to protect the local agent, and at the same time not lose the business which commission houses may have to offer for goods to be shipped to the agent's ter-

ritory, an arrangement can be made with the commission house whereby a certain discount or special concession may be given to it with the understanding that the rebate will not be in turn pased on to the local purchaser. In such a case it is evident that the commission house must be assured that no direct discount will be quoted at any time.

CREDIT INFORMATION:

Note: With regard to the financial standing and character of the agent or prospective agent, the traveling representative on the ground will, of course, in all probability apply to the various local banks. Other methods may be employed either by him or the home office. For example:

1. Inquiries addressed to credit rating houses;
2. Inquiries on reference submitted by dealer;
3. Inquiries addressed to any other merchants who are already represented by the agent;
4. Inquiries addressed to export associations or suitably-equipped banks.

SECURING DESIRABLE RERESENTATIVES:

Note: Best way, of course, is to appoint them by a direct traveler. Where this course is not feasible, the following may be suggested:

1. Writing our Consular representative for the names of concerns that might consider an agency proposition;
2. Writing Department of Commerce at Washington for the same information;
3. Getting copies of local newspapers and looking up concerns advertising therein;
4. Advertising in export mediums;
5. Using trade directories and similar publications.

IN GENERAL (DEVELOPING BUSINESS):

Note: Much depends on the nature of the article. The following suggestions are submitted:

1. Let local dealer do it all;
2. Direct circularization;
3. By travelers;
4. Through commission houses;
5. Local newspaper or export magazine advertising.

If the article is such that the volume of its exports is classified in the monthly report of the Department of Commerce, comparison may be made of the total volume exported and the purchases of the agent, in order to determine approximately whether or not he is obtaining a fair share of the business in his territory.

How Furnaces Are Made

Description of How the Great Moulds for the Furnace Castings are Made—Some Technical Terms Explained—Interesting Methods of Carrying the Molten Metal to the Moulds—How the Rough Castings are Made

Based on a trip by a Hardware and Metal representative through the plant of the Pease Foundry Co., Brampton, Ont.

PROBABLY the North American continent more than any other section of the globe has helped to bring the manufacture of stoves and furnaces to the greatest perfection. In this part of the world nature has required that there be adequate protection against the extremes of temperature, and the ingenuity of man has risen to meet the demand. The modern furnace has demonstrated that such a thing can be done, that it is possible to stimulate the comfort of summer even in the most severe weather. This achievement was not the result of any fortunate chance, but the careful development of years of care and scientific experimentation, till the present steam, hot air, and hot water furnaces have reached about the Nth. degree of perfection.

The manufacture of a furnace is not the simple process that some people imagine. The bulk of the furnace is made of cast iron, but looking from the outside it is hard to realize the size of the castings that are integral parts of the assembled whole. In conjunction they are dwarfed by their relation to other parts, but in the actual cast their size appears very great.

Mechanical moulders in use in the making of all small mouldings.

Making the "Match-plate" Pattern

The first step in the process of manufacture is the making of the "match-plates," as the aluminum patterns from which the actual castings are made are called. These are first patterned in wood, and from this wood pattern a cast was made. Formerly the wood pattern served the purpose, or else a cast iron pattern was made, but in the large castings to be made it was found that the iron plate or even the wood was so cumbersome that it was difficult to handle, and made it almost impossible for a man to work up to his top speed and yet to do flawless work. To avoid this difficulty, and to make the labor lighter, the change to the aluminum match-plate was made.

Making the Great Moulds

The castings for a furnace are so large that most of them have to be made by hand, though many devices are used to aid and simplify this hand process. First the "drag" is prepared. The "drag" is the bottom half of the mould on top of this the pattern or matchplate is laid and the "cope" as the upper half of the mould is called is applied. Around this plate the sand is poured and pounded down by great wooded plungers that hammer the soft sand into close cohesion with the matchplate. These moulds are so large that it would be possible to lift the cope to remove the matchplate by man power alone. So great lifts worked by compressed air run on cranes over the

In the Assembly Room showing the parts ready to be assembled. The large pieces in the foreground are the steel jackets that fit around the furnace.

moulding floor. These are attached to the cope and the air turned on and the upper part of the cast is raised smoothly from the drag. The matchplate is then removed, and with numerous little tools the workman goes over the mould working out any little flaws that have materialized in the removal of the pattern. This done the cope is wheeled once more over the drag, and carefully lowered, and the mould is ready for filling.

Machine Moulding

Further on in the shops are the machines where the smaller moulds are made by machine. These are in many ways similar to the machines used in stove moulding. The moulding boxes open in the same way, on a swivel, the matchplate pattern is fitted in the same way into the centre of the mould, and one after another both the "drag" and the "cope" are finished. Here, however, the pressing is done by compressed air. Two wooden plates fit just inside the mould box. A lever holds the top one in place and the bottom one rests on the floor of the machine. When the air is turned on, this floor is driven up compressing the mould, doing with one movement and one second's time all the compressing that it takes many minutes to do by hand. Attached to the matchplate is a vibrator, that as soon as the pressing is completed is set in motion. This vibrates the aluminum plate and loosens the sand from around it so that it may be readily lifted out without destroying the mould form. The cope is then replaced. To provide against the possibility of poor alignment the drag, or lower half of the mould has a guide bar on each end over which the cope runs. In this way the two parts of the mould are held together as firmly as though they were made of one piece.

Molten Metal Carried by Overhead Rails

At one side of the moulding room, which is a great hall as big as a barracks there are the two furnaces from which the molten metal comes through two long spouts. It is poured into immense buckets that travel on an overhead rail, and by this means reach all parts of the shop. This does away with the back-breaking work of carrying the molten metal by hand, a thing impossible where such large castings are to be made, for one man could not possibly carry anything near enough for one of the giant moulds, and repeated pourings would be likely to weaken the cast.

The Sand Core and Its Use

Many people wonder how the hot water coils that appear in most furnaces are cast. This is certainly a point of interest. They require besides the making of the mould the making of what is known as a sand core. These sand cores are made in a separate department. These cores are made of a composition of sand and oil with a little flour added. This soft mass is moulded in the form of the coils desired though slightly smaller in size. When these sand cores are completed they are run in a furnace and baked which gives them a hard brick-like appearance. These are introduced in the centre of the coil mould. When the molten metal is poured in it completely covers this sand core. The shaking that follows the other processes of manufacture disintegrates this sand core which returns to its normal state and is readily poured out of the cast thus leaving the coils empty. In this way all the pipe-like castings are made.

The Shot Blast Cleaning Process

When the different castings come from the mould they are covered with sand that eats its way into the substance. All this has to be cleaned off. Formerly this was done with wire brushes, scraping it off by hand, or in huge revolving shaking drums that banged the pieces about

(Continued on page 60.)

A carload of Furnaces ready for shipment at the Pease Plant. The small parts are packed in the barrels.

How Bolts Are Manufactured

The Story of the Process by Which Bolts Are Produced in Canada — A Complete Description of the Treatment by Which all Varieties of Bolts Are Made —A Glimpse of Canadian Industrial Efficiency.

GREAT interest attaches to everything connected with the actual facts of manufacture. The finished product itself may be more or less simple or elementary—say, a nail or a bolt—but back of it is an interesting story. The manner in which processes are simplified or combined in order to speed up production and lessen cost, makes the story of the making of even the simplest article a veritable romance.

HARDWARE AND METAL has at various times during the past few years presented very complete articles on the manufacture of practically all hardware lines. This series has undoubtedly been one of the most popular of features and continual requests have been received for the reprinting of certain articles from the services. As this is an export number and will travel to all parts of the world, it was felt that it should contain something to show how Canadian manufacturers handle the production of what mght be termed basic articles; and accordingly it was decided to tell of the manufacture of bolts. The following articles gives in succinct from the most important facts on the making of bolts in Canada.

First let us observe one or two bolt facts. Carriage bolts, machine bolts and coach screws are measured from under the head to the end. Tire and sleigh-shoe bolts are measured over all.

There are two kinds of tire bolts—the fluted and the plain. The flute grips the wood better. Those with flutes are made only up to ⅜ x 3 in. while the plain are made in all sizes. Like sleigh-shoe bolts, they are counter-sunk.

Carriage bolts have a square neck and a button head. Coach screws sometimes called lag screws are usually made with gimlet points. Machine bolts are made with a square head. A square machine bolt means a square head and square nut, and a hex. machine bolt means a hex. head and hex. nut. There are also bolts with square head and hex. nut, which must be specified when ordered.

All sizes up to ⅜ by 6 inches of carriage bolts, machine bolts, tire bolts, sleigh-shoe bolts and coach screws, are made cold, that is, they are cut from stock and headed without first being heated. Larger sizes must be heated at the end before they are headed.

Let us, first, consider the manufacture of the smaller sizes, i.e., those which are made from cold stock. They are made from rods which have been drawn in the wire mill to the thickness of the bolt required. The rods are fed from a coil into a heading machine, which we will not stop to describe in detail. What the machine does concerns us more than how it does it. In the case of a carriage bolt, the machine is set so as to cut the correct length, and at the same time to give the button head and the square neck. This is done so quickly that the bolts fall in a constant stream into the pan below. This operation has the effect of hardening the steel, and unless specially treated the bolts would be unfit for use. The process through which they now pass is known as annealing, and applies only to bolts made cold. Before going to the annealing furnace, the rough edges are removed by an operation known as rumbling. The bolts are placed in a large iron barrel, called a rumbler which is revolved by machinery. By thus shaking them together they are made smooth and clean.

After leaving the annealing furnace, the bolts are removed to machines to be pointed a simple operation, which consists of rounding the bottom end. This is done with remarkable rapidity by girls.

Threading the Bolt

The average bolt is now ready for its thread, but the machine bolt requires to have the button head, which it now possesses, converted into a square or hexagon head, according to requirements. Automatic machines perform this operation at great speed. This is called "trimming" the bolt.

There are two ways of threading bolts by machinery. First there is the roll thread which is made by running the bolt between two long dies. Some idea of this operation can be obtained by rolling a lead pencil between the palms of your hands. If there were dies on your hands, a mark would be made on the pencil similar to that on the bolt. These machines go at great speed, and are fed by girls. The plant of the Steel Company of Canada, Montreal, and in most Canadian factories, the U.S. Standard thread is used entirely.

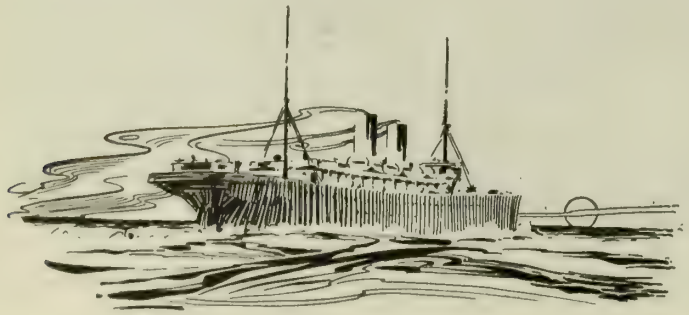
Work is not turned out so quickly on the second type of machine, but the work is done more efficiently. The second way is used more, when threading larger sizes, as in this case the cuttings escape, whereas by the other method the metal is forced into the shank. The bolt passes through four dies, just as in the ordinary stocks and dies, the space between the dies permitting the cuttings to escape. The bolt which is stationary, is forced through the revolving dies by a lever. When the lever is withdrawn the dies are released, and the bolt drops into a pan. In both cases a solution is poured continuously on the bolt as it is being threaded. This prevents the dies from burning and the solution is one that will not permit the steel to rust. The thread on a coach screw is made by dies as described above.

Prepared for Packing

Before being packed, it is necessary to wash them. For this operation, they are packed in perforated buckets, and passed through tanks containing a hot solution of soda and soap. They stay in there for a few minutes until the oil has been washed away.

From the wash room, they are transferred to the packing room, and dumped on benches. First, each bolt is tested to see that it goes on the nut smoothly. Should a bolt not fit the nut, it shows there is something wrong with the threading, and the bolts are rejected.

After this inspection they are arranged in neat piles, wrapped in double paper and tied with twine. The packages are labelled, and on the label in bold figures are the quantity, diameter



and length. Now they are sent to the stock room ready to be shipped when ordered by the wholesale houses.

Larger Sizes

Up to this point we have watched the manufacture of sizes up to ½ x 6 inches, no mention being made of larger sizes, which are made from stock which has been heated. This work is done in a separate department. In the plant of the Steel Co. of Canada, the whole length of one side of the building is occupied by furnaces and headers. They are arranged, so that the furnace man, as soon as the heads are hot, can easily pass them over to the man on the header. The stock is brought into the building on trucks, the bars being from 10 to 14 feet long. They first go through the shears, which cut them into desired lengths, a certain amount being allowed for making the head. These pieces are then moved in wheel barrows to the furnace, in which they are placed a sufficient distance to allow the heads to become red hot. The furnaceman knows by experience just how hot the end should be. An oil fire and blast is used in the furnace.

The headers perform more operations than in the case of those working on cold stock. It is easier to do this work when the steel is hot. The head is made complete. All bolts are rumbled when they require to be galvanized, as for galvanizing it is necessary to remove all scale from the bolt. While the actual operations on large size bolts are less, the cost of making them is higher because of the furnace, and being heavier, they cost more to handle. No annealing is required for large size bolts. After the head is made, they are moved to another department to be threaded.

Making the Nuts

Just the same as in the case of bolts, nuts are made cold up to a certain size, and hot any size. They are made from nut steel, the shape of which is the same as the nut required. Large sizes are made very similar to large size bolts. There is a long line of furnaces with the same number of nut machines. The rods are heated to a certain temperature, and are then fed into the machine, which cuts them, crowns them, and punches the hole. When they are cool, they are sent first to the burring machine, and then to a rumbler to have the sharp edges removed. Small nuts are made cold from nut steel, which is fed into the machine from a coil.

There has been a remarkable advance in the manufacture of machinery for tapping nuts in the past few years. Until a short time ago, the spindle of the tap entered the nut, and was then withdrawn. Then a machine was made which allowed the nuts to pass up the spindle until the spindle was full, when they were emptied into a box, the spindle placed back, and the machine set in motion again. A machine of more recent invention allows the nuts to pass along the tap and to fall off at the other end. In this case the spiindle revolves horizontally.

After being washed, the nuts are ready for the bolts, and are removed to the packing room.

Sea Casualties and Trade

The Part of the Tramp Steamer in the World's Trade — The Dangers That Surround It on Every Side an Item in the High Price of Commodities

NOT the least among the causes for the high cost of living is the item of sea casualties. They pass us by unnoticed in the whirl of world events; yet very few days pass by that there are not added to the list of these casualties of the sea some one or more names. Here is an instance culled from a recent paper:

"London, Jan. 1.—Lloyds reports the sinking of the British steamship Apsley Hall, 3,882 tons gross."

Down in a lower corner used as a filler the "Apsley Hall" has its brief moment. of history in a three-line notice. No one except her owners know where she hailed from and what stores she was laden with. Her loss marks a casualty item in the world of commerce, and serves to make the cost of some commodity a little higher.

The Tramps of the Sea.

No one notices the fate of these tramps of the sea, they are familiar in the quiet roadsteads where few ships come, they explore the shaded estuaries of palm bordered rivers; their ports of departure are the four corners of the world; the "Ultimate Isles" of the Seven Seas. The gatherers of commerce, they travel on no schedule, stopping for neither fair wind nor foul, gaining no word of comment or commendation, save the brief item that closes their career.

We hear of the arrival of great ships heavily laden with a various cargo, but the great ships are comparatively few and the lesser ships are many, they are the feeders of the nations, the gap in their ranks is hardly noticed, but each gap makes some commodity a little harder to get, a little higher priced. We grumble without thinking, we pay little attention to the causes behind that increase, we may blame the retailer or the wholesaler, but these little items in the daily press with their world of significance pass us by unnoticed.

Less than 4,000 tons burden, many of the boats that ply our inland waters are of heavier tonnage. One of the smallest cogs on the wheels of progress, yet their presence is a necessity and lacking it there is a grinding in the wheels and the result to us is higher prices.

A Name That Lived for a Moment

A little over a year ago the "Ancona" was torpedoed in the Mediterranean, a few days out from Palermo. It was not a great steamer, but it flared for a moment into the head lines of the public press because some of its seamen were Americans, and in those days it seemed that even the humblest seaman's life might be worth more than a word of protest. It flared for a day or so and died out, and the "Ancona" became only a term of diplomatic wrangling. On the "Ancona" there was $100,000 worth of macaroni, all consigned to American firms; there were thousands of boxes of lemons, as well as a general cargo; all of this was a total loss, because there was no war insurance on the cargo. A small item, doubtless in a world trade, but someone had to pay for it. This and other incidents all had their effect.

Difficulties of Transportation?

Of recent date Spanish onions and grapes have been high in price. The cause given is the familiar "difficulties of transportation," scarcity of tonnage is one item in this the other item is, Casualty. Liverpool, England, is the great market for these Spanish products. It is the great clearing house of the Spanish market, thither ply the tramp steamers straight across the zone of danger. Of recent months three of these "tramps," deep laden with Spanish goods, have joined the casualties of the sea; these are only three we know of. How many other of these notices of loss that daily dot the public print may be the bearers of these goods we cannot know, but we do know that all of them are bearing some goods of use to mankind.

"The Acts of God and the Enemies of the Government."

What percentage of the cost of living can be chalked up against the loss at sea, we do not know, we never can know, and it would serve no particular purpose if we could, save, perhaps, to add to our admiration for those sturdy men who go down to the sea in ships.

On every ocean they are found, following their various occasions, facing in the interests of the world's commerce the multiplied dangers of the sea, meeting unflinching those trials of courage that in their Bills of Lading are solemnly described as "the acts of God, or the enemies of the Government."

When you see these small items in the newspapers, outlining some other loss there may be no word to suggest the cargo, but there are few items in the world of trade that do not affect everyone directly or indirectly, and every one of these three line items is of moment to you. Every loss in the world's commodities is an actual loss that must be met somewhere, somehow, sometime. It is all an item in the upward marching price of things, and in remembering the loss remember the debt to these sailors of the broad seas who risk their lives that other men may live in comfort.

Higher Linseed Oil Seems Inevitable

Crop in Argentine Has been Greatly Reduced Through Drought and Ravages of Locusts —Estimated Supplies of Seed Obtainable in Canada and United States Will be in Neighborhood of 10,000,000 Bushels Short — Eastern Crushers Unable to Get Flaxseed.

THERE is a serious situation developing in linseed oil at the present time which to some men closely identified with the oil industry indicates higher prices for that commodity if relief does not come. At the present time there is an embargo on flaxseed being carried from the Northwest by the Canadian railways. Crushers are unable to get forward their supplies of seed and they are not in a promising way to take care of any new business. Some of the linseed oil mills in the East have found it necessary to close down for lack of seed. Others while they have fairly good supplies of oil are unable to foresee when they will be able to get additional stocks of seed. Accordingly they have withdrawn quotations on any new business and are only looking after their regular customers' needs. Linseed oil at the time of writing is being quoted as high as $1.22 per gallon in single barrel lots. With the prospect of being unable to get further supplies of seed until the railroads are in a position to move the grain, a situation is developing that may mean even higher prices before relief can come. With a good demand for varnishes from the furniture factories and with the spring paint trade only a short distance in the offing it is pointed out that even were it possible to start seed rolling toward the mills at the present minute it would take some six weeks before that oil would be ready for consumptive channels. But just at the present there is small prospect of the railways carrying the flaxseed. They are engaged in carrying munitions and foodstuffs of various kinds which are necessary to the conduct of the war. Flaxseed must take a secondary position. It is not considered essential to the winning of the war. The yield of flaxseed in the Canadian Northwest is well up to last year's figures according to the statistics of the Census Department of Canada. The estimated production of flaxseed for the year 1916 is placed at 7,122,300 bushels and the value of this crop is placed at $14,581,300. Prices for flaxseed are placed at $2.05 as an average price for 1916 by the Census and Statistics office as compared with $1.50 for 1915. The yield for flaxseed for the years 1913 and 1914 were 17,539,000 bushels in the former year and 7,533,000 bushels in the year 1914. The average yield of flaxseed per acre in 1913 was 11.30 bushels and in 1914 was 6.95 bushels per acre.

World Shortage of Flaxseed

At the latter part of January of last year the price of linseed oil in Toronto was quoted at $1.09 per gallon. At the present time it is quoted up to $1.22 per gallon in single barrel lots. As to the situation that has brought this about: it is partially due to the fact that crushers are unable to get the seed from the Canadian West. But it is also caused partially through a general shortage in the world's crop of flaxseed during the year 1916. In the Argentine the crop of flaxseed is estimated at only about a quarter crop of the previous year. Drought and locusts have made a serious raid on the crop in that country during the past year and as a result where 675,000 tons of linseed were exported in 1915 there is an estimated export of 200,000 tons available in 1916. Accordingly the price in that country has been greatly in advanced of the year 1915. In November of last year when it became known more definitely that the crop there would be short the price of seed for January delivery was at a big premium. For January delivery at Buenos Aires the seed in November was quoted at $2.95 per bushel against $1.23 per bushel at the same time in 1915. These figures were the highest ever quoted on the Buenos Aires cereal exchange at the time they were reported. In a report on the condition of the flaxseed in that country written on November 15 of last

year the United States consul at Buenos Aires stated:—

"In addition to the drought which has already produced so much destruction, swarms of locusts have made an especially early appearance this year in the northern part of the grain belt, causing considerable damage. Throughout most of Santa Fe, Entre Rios and Corrientes Provinces the locusts have attacked everything in sight and are swiftly moving southward. The Argentine Agricultural Department is doing everything in its power to combat the scourge, but the plague has already grown to such proportions that the work can be carried on only with difficulty. Recently the Minister of Agriculture sought the assistance of the different railways in Argentine in co-operating with his department in exterminating these pests, and the railways have agreed to furnish free transportation to the employees of the Department of Agriculture and to all the equipment necessary in the work of extermination as well as other aid.

Shortage in United States

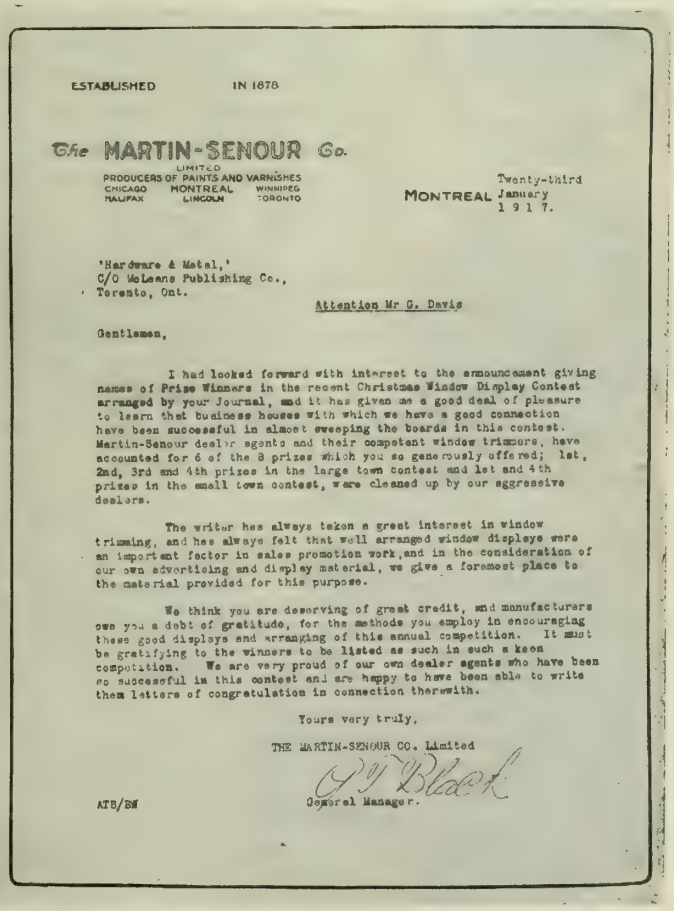
Already there is a shortage of seed in the United States. Crops in that country did not turn out as good as was expected during the past year. During the year 1915-16 the imports of Argentine flaxseed into the United States were 13,222,000 bushels. During the same time there was consumed in the United States 31,029,000 bushels of flaxseed, which supplies were secured from the domestic crop, from imports from Argentine, Canada, India and other countries. Canadian imports of flaxseed in the United States from September 1 to December 31 of last year were 1,825,000 bushels. It is estimated that the Canadian surplus in stores at terminal elevators, in country elevators and in farmers' hands at the first of the present year was in the neighborhood of 4,000,000 bushels. From available figures of the needs of Canada and the United States it is estimated there will be a shortage of some 10,000,000 bushels of seed for the requirements of these two countries. This will mean that at least there will be a shortage of linseed oil supplies of 20,000,000 gallons if the shortage of seed proves as anticipated. With a normal demand for paint and for other articles for commerce it can readily be seen that linseed oil gives promise of being at a good premium. In normal years quantities of Indian flaxseed reach the United States and Canada. Owing to the shipping facilities brought about through war conditions there will be very little flaxseed available from that source. It will therefore mean that the United States will have to depend on her own domestic production, on the Argentine and on Canada for her supplies.

Oil Cake Helps Steady Prices

Crushers during the past few months have been getting good prices for their oil cake. Stock men have sought this commodity eagerly for their cattle, because all mill feeds have been at a high ggure. It was pointed out by one man that the price of linseed oil at $1.22 per gallon is comparatively low at the present time when it is remembered that flaxseed is quoted at Winnipeg in the neighborhood of $2.63 for the cash article and at $2.71 per bushel for May delivery. The price for which the seed for future delivery is quoted would indicate belief in a firm market for the seed four months hence. High prices have been paid for the oil cake, the prices ranging from $45 to $57 per ton. This has enabled the oil crushers to get a fair share of profit from this source. In April and May, however, when cattle are again able to get out on pasture, there will be less demand for oil cake for feeding purposes, and the price may in consequence become easier for that commodity. With a lower price for oil cake it will be necessary for the crusher to get a higher price for linseed oil in order to make his accustomed margin of profit. For the past month flaxseed has held remarkably steady in price, the price ranging from $2.60 for the cash product at Winnipeg on December 27, as compared with $2.63 on January 26. The lowest point reached by the flaxseed during the month was $2.56.

Think High Levels Will Be Reached

There are those closely in touch with the linseed oil situation who believe that new high record prices will be reached before there is relief from the present situation. Some even assert their belief that there will be $1.50 oil in the not distant future. Inquiry for oil by some of the large users would seem to indicate that they are endeavoring to cover their needs as much as possible. With present stocks of oil pretty well sold up and with production greatly decreased because of the inability of the mills to get seed, there is every indication that there will be a still greater firmness in the price of this very necessary commodity in the paint trade. Mills in the United States are experiencing the same difficulty in getting supplies of seed.



ESTABLISHED IN 1878

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX LINCOLN TORONTO

MONTREAL Twenty-third January 1917.

'Hardware & Metal,'
C/O McLeans Publishing Co.,
Toronto, Ont.

Attention Mr G. Davis

Gentlemen,

I had looked forward with interest to the announcement giving names of Prize Winners in the recent Christmas Window Display Contest arranged by your Journal, and it has given me a good deal of pleasure to learn that business houses with which we have a good connection have been successful in almost sweeping the boards in this contest. Martin-Senour dealer agents and their competent window trimmers, have accounted for 6 of the 8 prizes which you so generously offered; 1st, 2nd, 3rd and 4th prizes in the large town contest and 1st and 4th prizes in the small town contest, were cleaned up by our aggressive dealers.

The writer has always taken a great interest in window trimming, and has always felt that well arranged window displays were an important factor in sales promotion work, and in the consideration of our own advertising and display material, we give a foremost place to the material provided for this purpose.

We think you are deserving of great credit, and manufacturers owe you a debt of gratitude, for the methods you employ in encouraging these good displays and arranging of this annual competition. It must be gratifying to the winners to be listed as such in such a keen competition. We are very proud of our own dealer agents who have been so successful in this contest and are happy to have been able to write them letters of congratulation in connection therewith.

Yours very truly,

THE MARTIN-SENOUR CO. Limited

ATB/EM

General Manager.

Manufacturer expresses appreciation of HARDWARE AND METAL'S *efforts to encourage better window displays in Canadian hardware stores.*

NEW SOUTH WALES

VICTORIA

NEW ZEALAND

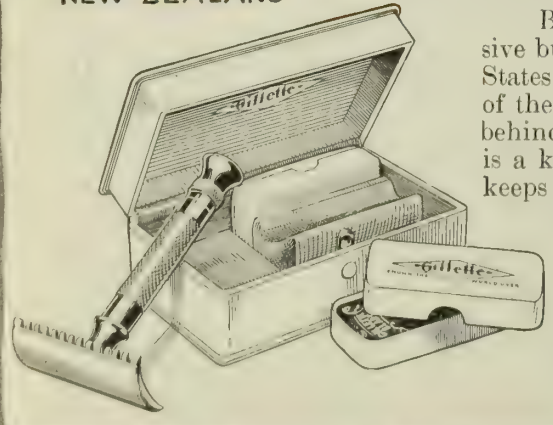
The Sun Never Sets on the Gillette Safety Razor

"Made in Canada"

Standard throughout the British Empire

When British troops from the ends of the earth fraternize overseas, they soon find one thing in common—the Gillette Safety Razor. The "folks at home," mindful of their comfort, have supplied thousands of the men with Gillettes—purchased perhaps in Great Britain, or in Canada, Australia, New Zealand, South Africa, India, Newfoundland, or the islands of the sea—but nearly all made in Canada.

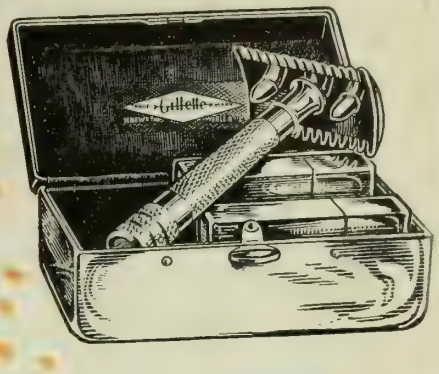
The remarkable service which the Gillette Safety Razor is giving under the extreme conditions of war has done wonders in consolidating its position as the world's most popular razor. As a natural result, the demand from all quarters for both razors and blades has grown enormously, and to meet it we have more than doubled our capacity.



Back of the Gillette Safety Razor is a strong, progressive business organization, with great factories in the United States and Canada, and distributing points in the larger cities of the world. Manufacturing facilities are unsurpassed, and behind all, giving life and vigor to the whole Gillette business, is a keen, aggressive, continuous advertising campaign that keeps the goods moving and the demand steadily growing.

Gillette Safety Razor Co. of Canada
LIMITED

Office and Factory: **The Gillette Bldg., Montreal**



The Sun Rises Daily
on
7,000,000 Gillette Users

CAPE COLONY

INDIA

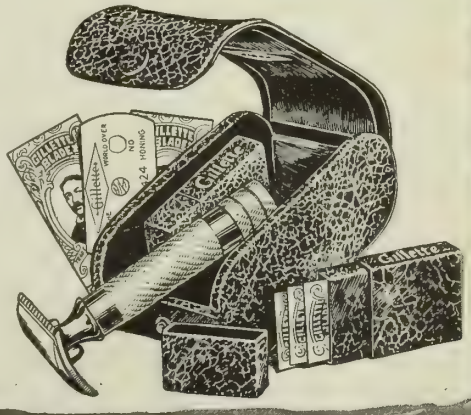
STRAITS SETTLEMENTS

Every one a "Booster"
And a Steady Customer for Blades

The Gillette is a permanent factor in the lives of increasing millions of men—and a permanent success! It is rapidly absorbing a larger and larger percentage of the razor business, and the enormous and never-ending demand for Blades gives the trade in Gillettes a steadiness most desirable for Wholesaler, Exporter or Importer.

The Gillette Safety Razor Co. of Canada, Limited, is particularly interested in extending the business in Australasia, South Africa and other parts of the British Empire. We have been shipping to these countries for some time, and are familiar with their tariffs and the need of special packing for the goods for the long ocean voyages. All our cases are tin-lined and hermetically sealed to prevent rust from humidity. The covers are securely strapped and wired, and the boxes in toto fastened with the Glardon Safety Clip, which prevents pilfering en route.

If your customers in the cities and larger towns of these countries operate drug, jewelry, cigar, cutlery, sporting goods or department stores, they should be doing a good business in Gillette Safety Razors and Blades. Write us direct and we will be pleased to have our Distributors forward you discount sheets and all other information you need in developing this trade.



Gillette Safety Razor Co. of Canada
LIMITED

Office and Factory: **The Gillette Bldg., Montreal**

EDITORIAL COMMENT

MANY a Mother Hubbard goes to the coal bin nowadays and finds it bare.

* * *

SPRING trade is looming up in the offing: Time for the hardwareman to get busy.

* * *

UNQUESTIONABLY the British will depend more upon the Haig method than The Hague Tribunal.

* * *

HORSE shoes went up last week. This scarcity of leather is certainly playing hob in foootwear lines.

* * *

THE Germans are strong on the production of substitutes; but can they find a substitute for victorious peace?

* * *

THE cutting of passenger trains means that the traveler has to get up earlier and work later. Outside of that it suits him fine.

* * *

THE way things are going the mint should concentrate on the production of quarters and half dollars. Not much use coining five and ten cent pieces any more.

* * *

INCLUDING the loss of the cruiser Milwaukee, the United States Navy has sustained losses during the past year of $11,000,000. Which may be advanced as one argument why the United States does not think it necessary to go to war.—*The Financial Post.*

STEEL PRICES TO REMAIN FIRM?

THERE is a feeling in some quarters that weakness will develop before long in steel prices, and some buyers are holding off as a result. Steel prices are undoubtedly at a high level. How long they will remain at present levels remains to be seen. The peace talk of the past few months has been largely responsible for predictions that the demand for steel would soon be lessened, with lower prices as a result of the lessened demand. There are some well-informed business men who express the view that peace is only a short distance away, and that it will come as a result of a collapse in Germany. Others express the view that the end of the war is not in sight and that it will continue for many months and possibly into 1918.

Speaking on market conditions for the next few months, there are several features worthy of consideration. In order to keep pace with present costs of raw materials, some steel products will have to go to higher price levels in the very near future. Practically all the steel companies have heavy commitments for 1917, and have considerable tonnage on their books for 1918. The steel companies are in a strong position and present commitments will probably keep them going at full capacity for six or eight months. One authority claims that if current business continues to come in at the rate of 30 to 50 per cent., it would be fully a year before the steel companies would be looking for new business. It would therefore seem that the market will continue firm for several months into the future.

It is true, of course, that the time is coming when the buyer of steel need be exceedingly cautious, buy only for actual needs, discontinue all speculative buying and prepare himself for the decline in values which will come in due time.

The export demand continues very heavy, and some companies have had to turn down many inquiries. Manufacturers of steel and steel products have all experienced considerable difficulty in securing supplies of raw materials. There have also been considerable delays in deliveries of packages and containers of various kinds in which manufactured steel products have to be packed.

OUR SOARING EXPORT TRADE

TO BE able to talk export trade in billions is almost miraculous to Canadians; and yet complete figures for 1916, just issued by the Department of Trade and Commerce, show that our export trade for the year ran a little better than a billion—$1,091,706,403. This was an increase of $477,576,558 over 1915 and of $712,410,547 over 1914. In other words our export trade has almost tripled in two years.

Iron and steel and steel products bulk very largely in the total and, of course, there is no escaping the obvious fact that it is the trade in munitions that has set our export totals soaring. It would perhaps, under the circumstances, be worse than fatuous to assume that we can continue to force our export trade ahead or even to hold the present high figure after the war is over. But, if blind confidence would be misguiding, we have no reason to despair. The leading article in this issue goes into the question of the future and points out that, in at least two directions, there are splendid fields for the exploitation of Canadian goods—Russia and South Africa. Unquestionably the exercise of energy and initiative would open up new fields for the Canadian manufacturer and present ample opportunity to find trade in ample volume to replace the export of munitions.

THE "CARRY-YOUR-BUNDLES" CAMPAIGN

IT DOES not need any urging or prompting to interest the merchant in the Carry-Your-Bundles idea. Knowing what a large part delivery

plays in the running up of overhead charges, every retailer is heart and soul with any movement or form of publicity calculated to win a little more consideration from the general public. It is not often, however, that the newspaper press bestirs itself to speak a word for the merchant and the following from the New York *Sun* is of much interest:—

> The Federal Bureau of Census has undertaken to investigate the cost of city cartage as applied to the distribution of commodities by retailers. The merchant has frequently made a study of the matter from the point of expense to himself, but the bureau is making its survey to discover the effect upon the high cost of living to the consumer.
>
> For four important commodities, coal and wood, milk, ice and department store merchandise, the expense of delivery costs on the average more than eight per cent. of the total cost to the consumer. There is no doubt that the delivery of merchandise has been carried to an excess; that the person who insists upon the delivery of the smallest and most inconsiderable article has set a standard that the originators of the system had not conceived, and that the delivery of goods, like expensive packing, adds greatly to the charges that must be borne by persons who do not seek such luxuries of shopping.
>
> Some merchants have attempted to reform matters by dispensing with the delivery system altogether, but have found they were unable to compete with those who retained the system. Others have offered a discount on purchases that are carried away by the buyers. And recently some of the large department stores attempted to reduce the labor of the delivery and return of merchandise by restricting the right of inspection of garments at homes of customers. The goods, it was claimed, were not only kept out of sale for days but had to be sent for as well as delivered. Another plan broached was a cooperative system of delivery by stores in the same neighborhood. But none of these reforms seem to have been practical in their operations. And as a result the number of delivery wagons has grown instead of decreasing. The burden has not fallen so heavily upon the large department store, where the delivery expense represents less than 2 per cent. of the selling price, as it does upon the corner grocer and the small shop keeper who are compelled to accept it on account of the competition.
>
> The further investigation promised may bring forth much enlightenment upon the subject and a reorganization of the system, but scarcely its elimination. It will be a long time before people will consent to carry home their own purchases even to defeat old H. C. L., or before there will be large retail firms bold enough to attempt to force them to be their own bundle bearers.

This presents the case concisely and well. Clip it out. It may be possible some day to use it to good advantage.

LOVE THY COMPETITOR!

THE Retail Merchants of Windsor held their annual banquet the other night and discussed some of the subjects which usually come up at such gatherings. The chairman struck the keynote in his opening address when he said, "the other fellow is not really so bad when you get to know him, even if he is your competitor."

There is a whole sermon in this. Competition is the life of trade but when competition is carried to the stage where personal rancor enters in, it becomes the opposite of a trade stimulant. There is too much personal feeling among retail competitors, even in cases where all concerned are hard-headed, common sense business men. It is not an uncommon thing to hear a merchant of standing, a pillar of the church without a mean instinct in him, refer with concentrated venom to his competitor as "that skunk of a Smith" or something even less complimentary. Such is the feeling that trade rivalry too often develops. The most useful work that associations do is to banish to some extent at least this tensity of trade strife.

Another interesting point brought out at the banquet in question was a comparison with retail conditions in the Mother Country. "They have a nicer time over there," said one speaker.. "The merchant goes to work in a silk hat and frocked coat, is all business while in the store and then forgets it at the end of the day. There is no Sunday selling there, holidays are observed and the social side of his life is not overlooked. He makes the money, too, but makes it easier. We are coming to this condition." Certainly we take things more strenuously here and it may be that we will come in time to the easier way of doing things. But as for the silk hat and "swallow-tail!" Banish the thought!

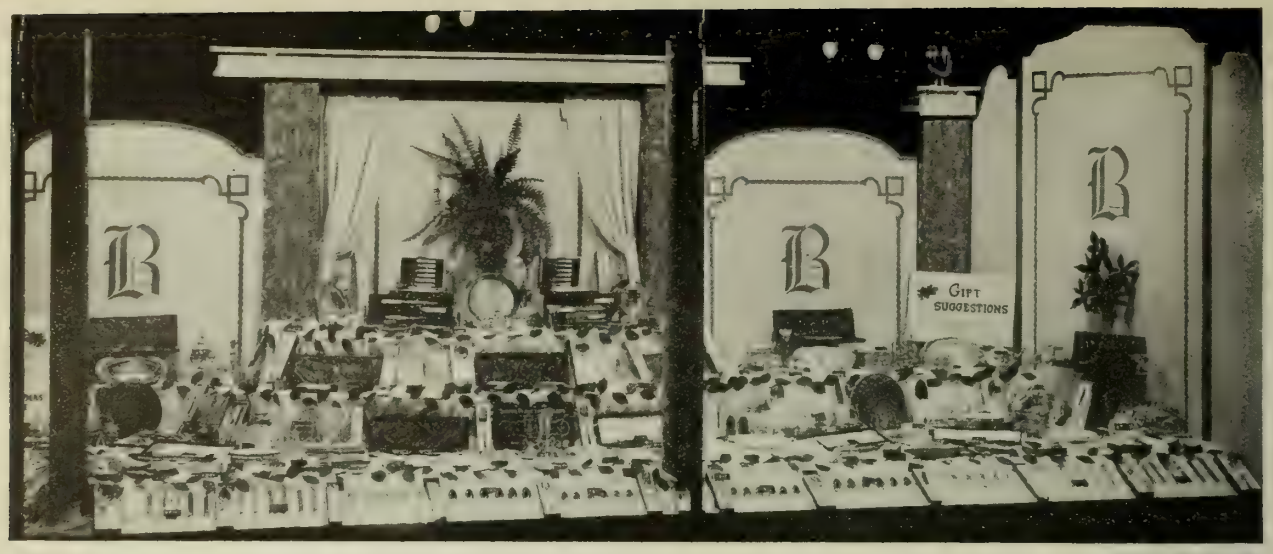
A WAR GOVERNMENT

THE idea of a War Government is beginning to occupy the public mind more and more. At the Winnipeg Board of Trade the following very important resolution was adopted:—

> "(1) Public opinion in Canada is determined that the present war shall end only when the entente allies are victorious.
>
> "(3) It is desirable that all the assistance Canada can render be given quickly and effectively.
>
> "(3) The conflict has reached the stage where a speeding up of this country's efforts will weigh heavily in bringing about the victory we all desire and expect.
>
> "(4) The United Kingdom has established a war government and a similar change on our system of administration is advisable.
>
> "(5) That the Right Hon. Sir Robert Borden, prime minister should assume the task of brining about this change.
>
> "(6) That in this re-organization he should assign any work directly connected with the prosecution of our share in the war to men whose executive and business capacity is recognized throughout the Dominion; that these men should be chosen solely on account of that capacity and without regard to territorial, racial, religious, political or other ordinary or traditional considerations; that they should constitute a war council and proceed along the same general lines as the corresponding organization in Great Britain.
>
> "(7) That in the opinion of this board, reorganization can and should be carried out without an appeal to the electors.
>
> "In making these representations, the Winnipeg Board of Trade desires to assure Sir Robert Borden that it is not acting in a spirit of criticism, nor has it any desire to interfere in the ordinary management of the country's affairs. The step now proposed is suggested solely with a view of insuring the full application of all our resources to the work of winning the war. This board does not deem it necessary or proper to make detailed suggestions regarding the manner of carrying out these proposals."

There was, apparently, no political influence at work. Conservatives and Liberals alike voted for the resolution. It was an earnest effort on the part of business men to impress the need for what would be, in every sense of the word, a business measure. HARDWARE AND METAL, as a business paper, believes that the formation of a War Government would be a step in the right direction. The same need that forced Lloyd George into power is felt here. Political expediency must be entirely forgotten for the duration of the war.

This does not necessarily mean bringing the Liberal leaders into the cabinet. It means going over the public men of Canada—the big men—and selecting for each portfolio the one man in Canada best fitted to fill it. If it so happens that some of the Liberal leaders are considered to be the best men for any of the positions, include them; but only in such instance should they be taken in. HARDWARE AND METAL believes it would be possible to form a strong War Cabinet which would include very few indeed of the political leaders on either side of the House.



Awarded second prize for places over 5,000 population. Arranged by Chas. Byford, for Bond Hardware Co., Guelph, Ont.

The Merit of Canadian Displays

Prize Winning Windows in Hardware and Metal Contest Attest the High Standard on Which Display Work Has Been Placed in This Country—Descriptions of the Winning Displays.

THE advance of Canadian hardware stores in point of equipment and arrangement has been very marked of recent years. Plate glass fronts, handsome wall fixtures, glass showcases, have become features of practically all stores. In no more tangible way has the general advance been shown, however, than in the matter of window display; and, HARDWARE AND METAL'S annual Christmas window contest serves as a barometer of progress in display. Great interest attached, therefore, to the announcement of results in the 1916 contest as made two weeks ago. Only the first prize winners in both classes (places of 5,000 and over and places under 5,000) were reproduced. Herewith are presented the other prize winning windows.

A Magnificent Display

The window dressed by Charles Byford, for the Bond Hardware Co., Guelph, which was awarded second prize in Class A, was undoubtedly one of the finest displays of hardware ever put behind plate glass. The arrangement of the goods, the decorative effects combined with the dignified background, were considered by the judges to be very close indeed to perfection. The only point on which the display given first prize was judged to be better was in the matter of a wider selection of goods.

Mr. Byford describes his display as follows:

"At this season of the year almost every business man in the different lines of merchandise realizes that to get the maximum amount of business he must put a little extra effort on the window displays that will attract attention. No better advertisement can a store have than the reputation of well dressed windows, it is the personality if the interior. The public generally look for special displays at Christmas time and the store which can attract the attention will get the business not only in the particular lines displayed but also lines that are expected to be sold in a hardware store, because the displays advertise the store's name.

"The photo of this Christmas display is described as follows:—

"The background was composed of four square pillars covered with imitation marble paper which presented a pleasing contrast to the centre and two end pieces which was made of beaver board and finished in cream and gold, the letter B in old English. The cap on the pillars and cross piece over centre was finished in white and gold.

"In the centre portion of the background cream curtains were draped to the side of the pillars with a large sword fern in the centre. The end division was made of beaver board and finished the same as the background, cream and gold, with a brush of poinsettas.

"The floor of the window being raised six inches with a slope to the front gave a splendid opportunity for displaying table cutlery, etc.

"The steps were arranged with a number of equal size boxes and the same as the floor was covered first with white paper and then cheese cloth. Holly garlands were used with good effect on the edges and around the front. This window was given over entirely to displaying silverware, carvers and cutlery, each article was marked with a neat price ticket. Two window cards were used, one which does not show plainly in the photo is 'A purchase now will save worry Christmas Eve.'

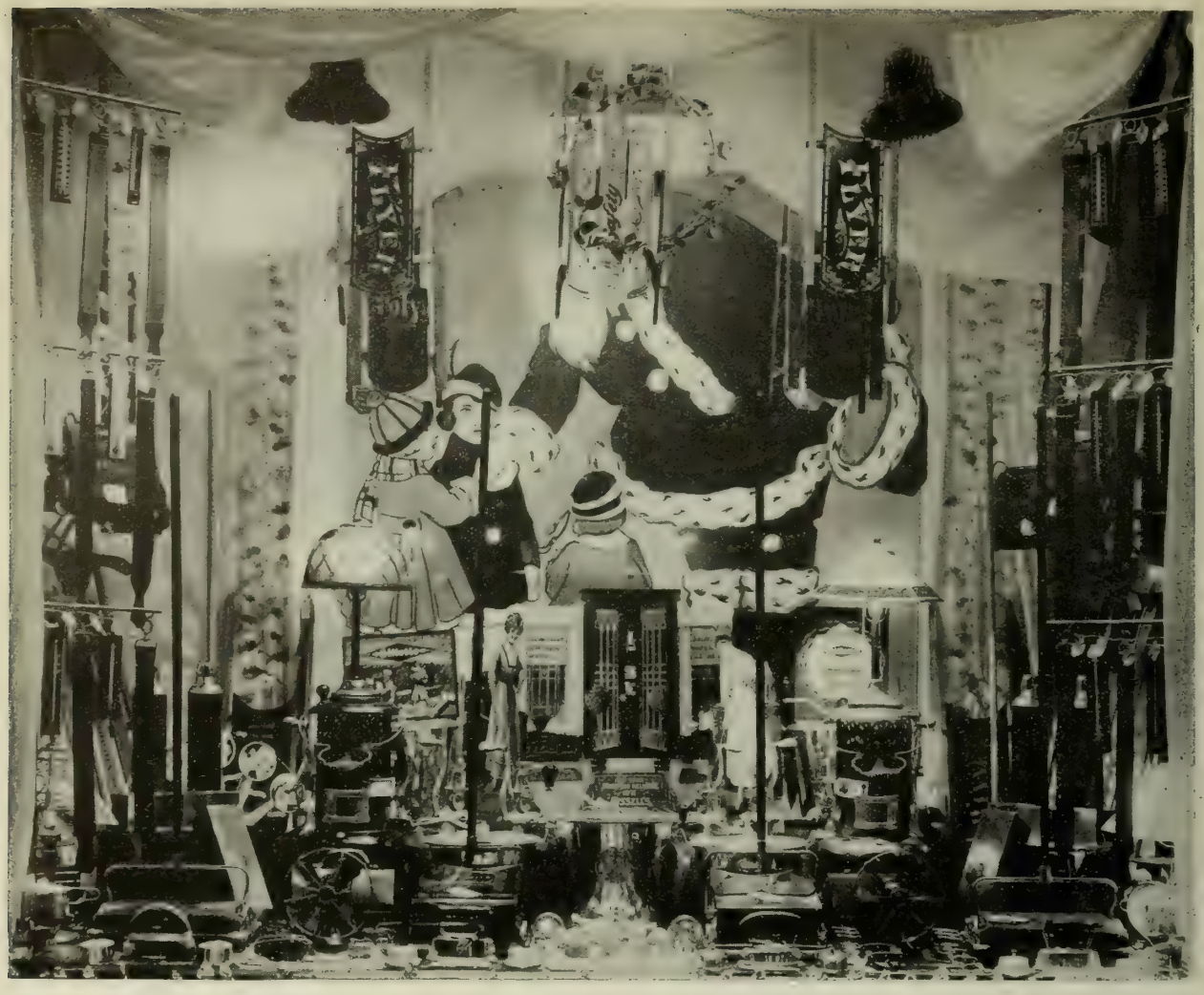
"Around the top of the window was hung a valance in cream and gold. The size of this window is 18 ft. x 6 ft., is lighted by five 100 c.p. lamps which showed up the display attractively at night.

TRIBUTE TO HARDWARE

An authority on window display in all lines of merchandize declares that "for all around excellence it is well nigh impossible to get better work than is shown in these hardware windows (H.&M. contest displays). It is not generally thought that hardware presents the same opportunities for display as some other lines; but, after seeing these photos, I am not so sure of that."

Awarded second prize for places under 5,000 population Arranged by C. L. Black, for Binn's Hardware, Newmarket, Ont.

Awarded third prize for places und er 5,000 population. Arranged by F. Menzies for Owen & Birmingham, Campbellford, Ont.



Awarded third prize for places over 5,000 population. Arranged by Alex. Bailey, for Sumner Co., Moncton, New Brunswick.

"In a display of this kind I believe in showing a good variety of articles but not crowding, so that it gives the public an opportunity to make a selection at their leisure and when price tickets are used it makes easy work for the salesman, we have proved this."

Maritime Prize Winnner

The third prize winner in Class A was dressed by Alex. Bailey for the Summer Co., Moncton, N.B. This display was noteworthy for what might be termed its "texture"—a point not thoroughly well brought out by the photograph. The arrangement of the goods that made up this window had been very cleverly worked out. The judges realized this more the closer they looked into it. Not only had the different varieties been kept well together but appearance and economy of space had been very carefully considered. Without effecting too crowded an appearance, **every available square** inch of space had been utilized.

This window would unquestionably be a big business getter and it was largely on the score of its selling force that it was given a place among the prize windows.

Another "Stocky" Display

The same quality—selling force, achieved by a well ordered and wide assortment of goods—won second prize in Class B for the display entered by C. Leonard Black for Binns Hardware, Newmarket. As will be seen, a variety of goods was presented with a sufficiently striking arrangement to catch the attention of passers-by. Mr. Black describes the display as follows:—

"I wish to say that I thought we needed a window so attractive that it would stop the passers-by so that they would see something that would fill the bill as a gift or a necessity to themselves and also settle the question by seeing the price right on the article.

"The background is made of panelled beaver board trimmed with maple leaves and holly, finished with evergreen sprays to make it more Christmassy. The panel strips have a double row of colored tinsel all around the background.

"The top is made of different colored festoons and tinsel. The right hand corner is built up of tin boxes covered with cotton batts. At the top Santa Claus is emerging from chimney with a glad smile to all. The bottom, like the back, is also covered with cotton batts so as to represent snow, the whole being covered with Christmas snow which gives a nice glistening effect when the lights are all turned on. The reading lamp at the back is also connected up and lights that part of the window very nicely. We have the pennants of the Allies on the left which is only partly shown."

Selling Force Here

The third prize in Class B was awarded again on Selling Force. It was trimmed by F. Menzies for Owen and Birmingham of Campbellford, Ont. As a striking window with a splendid assortment of goods it was judged to be well worth the order of merit given. Mr. Menzies gives the following description:

"The background is covered with white cotton and lattice work set out 10 in. from background with glass shelves on brackets behind. It is decorated with rose vines and holly. Both sides have shelves. The bottom is covered with white cotton and holly in and around."

Fourth Prize Winners

Space does not permit the reproduction here of the fourth prize winners but they will be presented later. They were excellent displays in every way.

Matt Horton Has a Program of Sales

Matt Keeps Ahead by Thinking and Planning Ahead — He Subscribes to Several Newspapers for the Advertisements of Department Stores in Them— Matt's Own Advertising—His Special Sales and How They Are Prepared for and Made Successful.

By John C. Kirkwood

I HAVE spoken of my salesmen—how I train them, how I guide them towards bigger things for themselves, how I encourage them to educate themselves by study, by visits to factories, and by investigations of various sorts. But my salesmen are much more than students—very much more: they are **salesmen**; their business is to sell goods, at a profit.

But to make maximum sales, preparation is needed. Their preparation by knowledge of the goods they sell is necessary; but there is another form of preparation: planning ahead.

A Sales Programme

There are fifty-two weeks in a year and numerous seasons. We know them in advance, and so can plan in advance. We know the spring activities and demands, and those of early summer; also those of early autumn, mid-autumn and pre-Christmas. We know too well those periods that are commonly called slack or dull—the in-between times when demand, left to itself, is sluggish, and when the cash register rings not very often, nor records big totals.

Now it is the business of myself and of my men to speed up sales, to stimulate buying in advance of seasons. We know that we'll be busy enough at times without any forcing on our part, but we try—and try successfully—to get some thrifty people to buy out of season—in advance of season; and so we "feature" many lines ahead of time, as it were.

Inspiration From Department Stores

I think I got my "tip" on this method from some of the department stores. Just here I want to say that I subscribe to several American daily newspapers which carry a good deal of department store advertising—papers published in New York, Boston, Philadelphia, and Chicago. They cost me $25 or so a year; but they're cheap, cheap! These advertisements of the big stores are the concrete expression of the ideas of big-brained men and of big-calibre merchants. I suppose some of the employed men earn $25,000 a year and more, and that principals may earn as much as a million a year. At any rate, I know of one man whose income from his department store is $2,000,000.

This is the fourth chapter of the story of Matt Horton, hardware dealer, and how he built up his business.

Matt once more dwells on the training and use of his salesmen as factors in the achievement of his success. His salesmen outnumber him and have multiplied selling opportunities. Therefore it is to Matt's advantage that he should make them crackerjack salesmen.

The fifth instalment of Matt's story will appear in an early issue of HARDWARE AND METAL.

These merchant princes, as they are called, are masters of merchandising—master salesmen. And they are surrounded with men to whom they pay big salaries, not to **buy** goods, but to **sell** them. The selling pace in these huge stores—which employ, each of them, thousands of sales people—is furiously fast. The finest brain-power in the world is engaged in directing these businesses, to make them clearance houses for goods gathered from all over the world, and to stimulate the public to buy—to buy when the seller wants them to buy.

These big department stores have the public where they want it—on the watch all the time for desired goods; and they **know** that the public will buy when it is bidden to buy, for have they not trained it to this readiness? and have they not had an avalanche of proof that the public will buy what it is bidden to buy and when it is bidden to buy?

Where Matt Gets His Ideas

In the department store advertisements in these big city papers and from other advertisements in them, I get ideas and inspirations—almost too many, and I catch their spirit, and am energized by them. People say, "Matt's a wonder! He's the most ideasful man we ever saw!" and even the commercial travellers who come to Hurston talk about me admiringly; and I think they have carried my fame over a good stretch of country. But, bless you, I don't dig out all of my ideas out of my own cranium. I buy and borrow them. I draw on other's experiences and doings. My business is to adapt ideas to Hurston conditions and to my own business; and this is not really difficult.

Matt's Advertisements

You may have wondered where I get the ginger I put into my advertisements in our two local papers. It is borrowed or appropriated ginger, if you will. From the advertisements of the big department stores in the papers I get I have caught a style, or imbibed a spirit. I do not copy others' language, but I listen to their conversation, as it were; and in listening closely I acquire points of view, and become more or less imitative, I suppose. But I am not concerned about that. I have ideas, I have merchandise, I have a medium of expression—our newspapers, I know my public, I know their capacity and the nature of their interest and responsiveness. And with all this I find no trouble in preparing my advertisements.

I have told you of a man in a dry goods store who helps me in the preparation of my catalogues and printed matter—a man who has a good knowledge of advertising. I pass on to him some of these newspapers I get after I have done with them, and he gets ideas and help from them for the use of the store he works in. This man, when I am away, prepares my advertisements for me, and does it very well.

Matt's Staff Helps Him

I have my men help me. They also see these papers we get; and they are free to keep any copies that appeal to them. As a matter of fact, they have an understanding among themselves as to which papers they take home with them.

But before any paper is taken away from our store, it is scanned by my men or me, or both, for ideas; and we cut out the advertisements or parts of advertisements, and other material, in which we have found a suggestion. These are mounted on sheets of paper, and passed on to me.

My senior men read these papers with an inquiring, judicial mind, and quite apart from me, get ideas and assistance useful to them and me; and these may be discussed at our weekly or monthly conferences.

Also, I encourage my men—indeed, require of them—to prepare advertise-

ments of the things in their departments which they want featured in our advertisements. Some take to this more kindly and better than others; but it is good practice for all; and since some knowledge of advertising expression and practice is essential nowadays in every man who expects to have ultimately a business of his own, these men of mine try to do their best. Each man gives me his "copy," and I edit it, if I think it needs condensation, or strengthened statements; or re-write it, if need be. My aim in all this is to impose on each man the right kind of burden, and to make him a real partner in the doing of our work.

Planning Ahead

Now I come back to what I set out to write about: our sales programme and plans.

Weeks in advance we know our weekly programme. Every man is called upon to think and plan ahead. Each senior man, I may say, is responsible for a department, or two or more departments. Paints, polishes, glass and such allied things constitute one department; cutlery and silverware another department; electrical goods, another; enamelware and tinware, another; stoves, another; and so on.

As I have said, we try as much as possible to stimulate demand in advance of the season of common buying. You know, perhaps, that some department stores "feature" enameled ware in January. We do the same. We give enameled ware a strong showing in January. We stock up more heavily in this line for this month than at other times, and we make a reduction from the prices which will govern later on. We do not cut profits to the quick, but we do concede a bona-fide and material discount—as an inducement to buy in January. This discount gives a due reward to those who take advantage of this sale.

Later on they know that higher prices will obtain; and so they have confidence in the sale, and can be induced to buy out of season.

Similarly we stimulate pre-season buying of garden tools, of paints and brushes, of sporting goods, of screens, of stoves, and so on.

Talking Sales in Advance

The justification of these pre-season sales is this: We bunch a lot of business of a given sort in a short space of time; we brighten business for our store by always having something distinctive and notable to offer; we boom our sales, and this at a satisfactory aggregate profit. What profit is surrendered per article is recovered in multiplied sales—that is, in increased sales.

These special sales, before they occur, are advertised well in advance; we let our customers and our community know that the sales will occur during such-and-such a week, or month, or fortnight, as the case may be. We do this without hesitation. What we may lose by holding back a buyer from making an immediate purchase at full profit we gain in other ways. For one thing, we keep people from buying elsewhere; they wait for our sale, if they can. Also, we induce action on the part of many who may be hanging back. The inducement of a special price does the trick many, many times.

Buyers Know Their Wants in Advance

In the case of the majority of purchases, buyers know well in advance of their requirements. They know, perhaps a full year in advance, that a new stove is needed, that their house needs painting, that screens for windows and doors are needed, that tools are needed. They know long before they purchase that a new set of harness is needed (and I sell harness), or that a bicycle is to be bought, or skates, or hockey sticks, or Christmas presents. They know long in advance that some day they will buy a ladder, or a gasoline engine, or builders' hardware or roofing. These things, as a rule, are not bought suddenly. They are considered purchases.

Now if I can induce my customers, and others not my regular customers, to buy from me—this by the temptation of a special price, and at a time when they are unhurried into action or decision by the urgency of their needs—I am doing a wise thing in my own interests as well as rendering them a real service.

You must remember that there are other sources of supply—the department stores and mail order houses. A good deal of buying of the things I sell is done elsewhere, for one reason or another; and I always keep in mind that I don't make a sou on the thing I don't sell. My bread and butter comes from what I sell, not from what the other man sells. And so I let it be known well in advance that at a given time and for a stated period my store will have a special sale of this or that.

Advertising Special Sales

In my store is a blackboard, boldly displayed. On this our sales programme for the next two months or so is conspicuously set forth, the writing or printing being put on with a brush in white. This does a good work for us—by its silence. Also, I put in parcels we send out, and in correspondence, little slips announcing forthcoming sales, and telling in particular of the one immediately due. Also, in the newspapers I use the sales programme is announced.

You must remember that these sales are established events in my territory, and that they are enough worth while to make an impression. When I began them they were much less successful than they are now. Now, they do take hold of those of thrifty disposition, and cause them to buy when otherwise they might defer buying indefinitely, or be trapped into buying elsewhere, and something not so desirable or such good value as can be obtained from me.

Then my staff and I, as we meet our customers, keep talking about the sale we will have shortly, and so do we help to give these sales importance in the esteem of our customers.

Staging Special Sales

The goods featured in connection with these special sales are displayed as strikingly and impressively as we can contrive. Our windows feature them; and they are brought forward, to the fullest possible extent, so that customers will be made conscious on entrance of the particular merchandise being featured.

Also, by means of hand-lettered cards, made bright with color, is the sale emphasized. Just here I want to mention my debt of obligation to that man Edwards who has been contributing to HARDWARE AND METAL a fine series of articles on the writing of show cards. More than one of my men uses these helpful lessons.

Using Spare Time

You can see that with always much preparatory work in hand, my men have small excuse to hang about the front door, gazing idly out, or for lounging about the store.

This work of planning and getting ready takes up time not used in selling or other service. It absorbs the interest and minds of my men in a profitable and agreeable way, and it prepares them in no small measure for the approaching sale. Ideas come to them during this labor of preparation; so that when the sale is on it is put on well.

Another result of this directed and focused interest of preparation is that my men acquire the habit of keeping their eyes open for special merchandise not ordinarily carried in hardware stores, but which they feel they can sell, and which will give distinction to the sale. Also, they are ever on the alert for ideas by which sales can be "staged" or made highly resultful and successful. All this means the development of my men in selling power and as merchants, which is of clear advantage to me.

(To be continued.)

Fire from unknown causes did $3,000 damage to the stock of the Transparent Rubber Company, Danforth Avenue, Toronto, January 29. The building suffered no damage.

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By R. T. D. Edwards

EDITOR'S NOTE—*Before introducing this new series of cardwriting, it is necessary to give a few words of explanation as to the kind of a series it will be. The "Cardwriting Made Easy" series, which is just completed, was composed of more or less standard alphabets and showcard methods. They ranged from the simplest beginners' exercises to fairly complicated work. This course covered the greater part of showcard work and those who followed it have had a thorough grounding. This new series, which will be called "Something New for the Cardwriter," will consist of twelve lessons, and should be of great interest to all who have followed the first series. The beginner, as well as the more accomplished man, will be able to follow this series, as each stroke will be explained in detail.*

Lesson I.

ALTHOUGH this month's chart shows a brush stroke style of Alphabet, the double stroke and outline work will be also gone into as this work is absolutely essential in the execution of all kinds of show card work. In addition to these alphabets, new styles of pen lettering will be featured.

The formation set forth in the chart is of a free and easy style and it is not at all necessary to keep to the exact type. If the chart and card reproduction are compared it will be seen what is meant. For instance in the chart the lower case "g" is of a different formation than the "g" used on the "Spring Goods" card. This is just one instance of the many varieties that can be effected without changing the general effect of the lettering.

It depends a great deal upon the various letters which go to make up a word, as to the style of letters that can be used together. Fig. 1 illustrates this. The cross bar of the "T" in the first instance is straight because no stroke interferes with it, but in the second case the "H" interferes and the cross stroke is made as shown. This will also be noticed as the different completed cards are examined. Thus we are getting away from hard and fast rules, making formations as the occasion arises and using the chart as a basis. The main thing to learn is the general effect of this alphabet then, it will be possible to carry it out successfully.

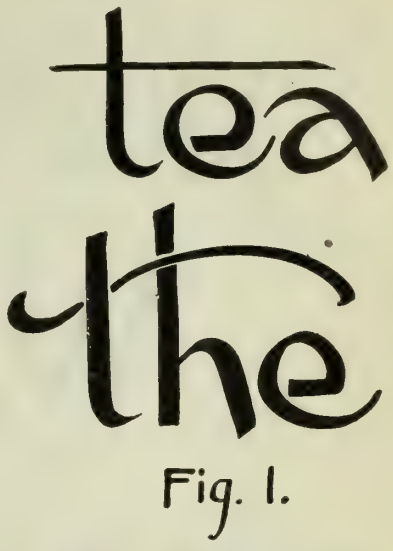


Fig. 1.

Note the absence of spurs from the letters of this chart. This feature is different from the Roman lettering and it requires much more care in finishing and commencing the strokes.

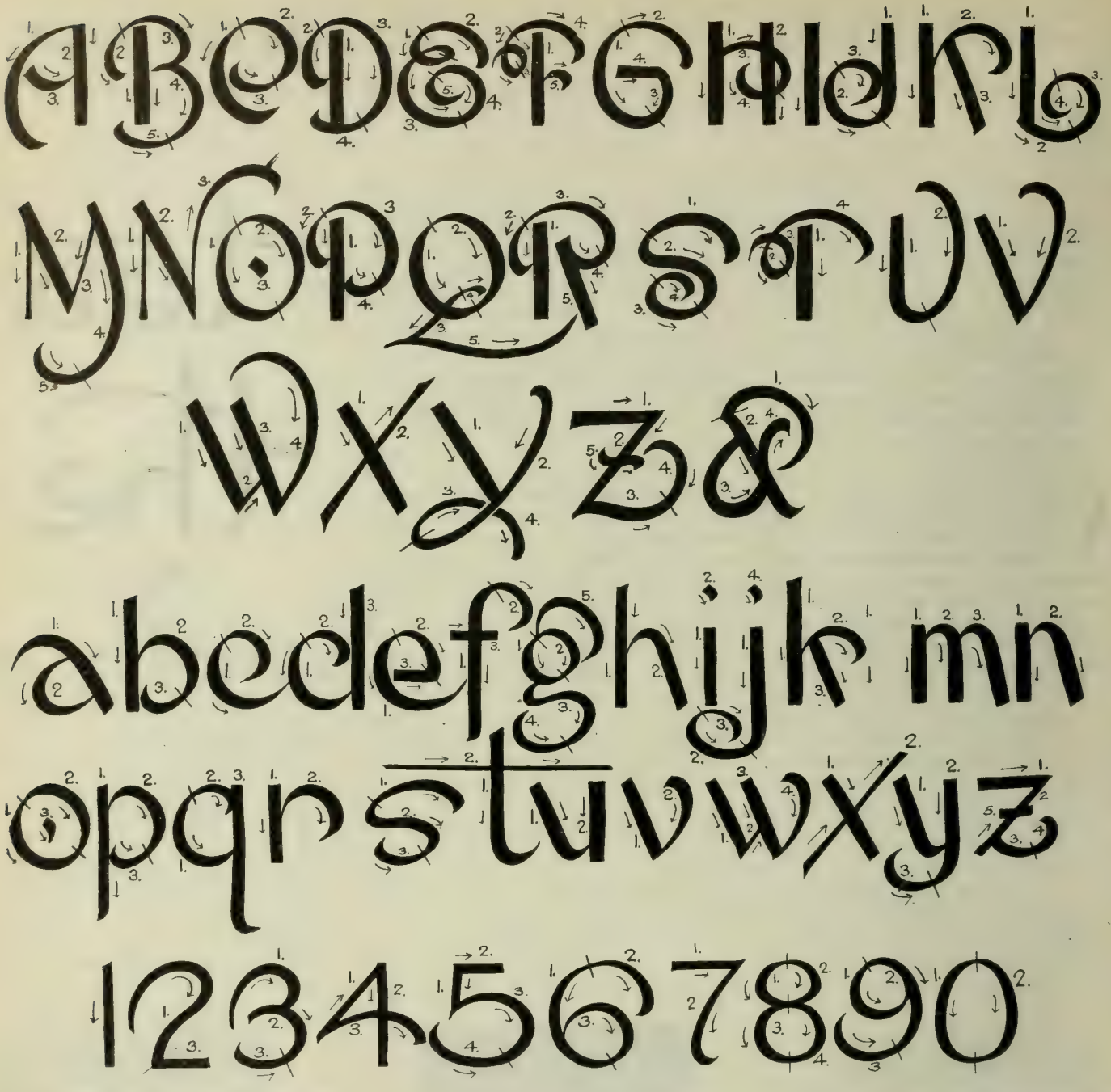
The Chart

It must be remembered that this is brush stroke work. Each stroke is made with one sweep of the brush. The brush used should be a red sable writer that can be drawn out to a chisel point which insures a thick or thin stroke as the worker desires.

Lower Case

"A", The main feature of this letter is stroke 1. This is made with one sweep of the brush. Not the angle, the end of this stroke is at. Also how much further stroke 1 projects to the right than does stroke 2. This letter requires much practice.

"B" is a three stroke letter and its feature is where stroke 1 and 3 meet.



"C"'s feature is stroke 1, note how it projects to right more than does stroke 2. Practise this letter often.

"D" Note the relation of stroke 2 has to stroke 1. They are all but joined.

"E" has somewhat of the same formation as "C". This is a typical letter of this alphabet. Stroke 3 must be parallel to the upper and lower guide lines.

The down stroke of "F" finishes below the lower guide line. Note that stroke 2 is brought down to the upper guide line. These strokes should be practised many times.

"G" is an all curved stroke letter and this is only one of the many formations which can be used in this style of letter. Note the long sweep of stroke 5.

The feature of "H" is stroke 2. Note the angle it is at and the angle the end of the stroke is. It will probably be difficult to get this at first but practice will rectify this. The only thing new about the I is that the dot is not round.

"J" has a very graceful base and you will find this needs much attention note how these strokes are brought under the other letters. This should work in the same when putting it into actual use.

The combination strokes 2 and 3 are the feature of "K." Practise these many times.

"M" and "N" have the same feature as has "H". Strokes 3 and 2 respectively are just at the right angle to give them an individual appearance.

Note that the narrow parts of the "O" are to the right and left instead of being in the centre as the correct form of Roman lettering shows it.

"P" and "Q" are somewhat similar in construction but reversed. They require much practice.

Stroke 2 of "R" is the feature of this letter, practise often.

In the usual construction of the Roman "S" the top portion is smaller than the lower. In this case it is the reverse. This is a good example of the idea of this alphabet.

You will note upon studying the completed cards that this letter is used in variety.

Stroke 2 of "T" is also used in as many varieties as the writer sees fit to make.

Stroke 1 of "U" is just the reverse of stroke 2 of "H".

Note how stokes 1 of "V" and 1 and 2 of "W" are all at the same angle and the beginning of each stroke is at right angles with the

stroke itself instead, as in Roman lettering, of following the guide line.

Both of these letters will require much time spent on them in order to perfect their formations.

"X" shows the extreme in stroke 2.

"Y" is a letter that will require a lot of practice. Stroke 1 appears in other letters. Strokes 2 and 3 have appeared before in the letter "J". You will notice this letter made in different formations on the completed cards.

"Z" This is only one variety of many that can be formed.

Numerals

The top of the 1 is cut at an angle slanting to the left.

Now you have a chance to show your skill at long curved strokes. Stroke one of "2" will require a lot of practice. This is the feature stroke and should be made the same as shown.

Stroke one of "3" is the same as that of "2" but not so long. This numeral requires much practice. Note how stroke one joins stroke two.

Stroke three gives the variety to the figure "4."

Strokes three and four give the "5" a very graceful appearance. Note how stroke two projects out to the right beyond stroke three.

Practise stroke two of "7" often.

The "8" is somewhat similar to the Roman formation.

The "9" is just the reverse of the "6." Much practice is needed here.

"0" is of Roman formation.

Upper Case

You will notice the prevalence of curved strokes in the upper case alphabet. This means more practice is necessary in order to reproduce them.

The feature of "A" is the curved stroke 1. This i just one long sweep of the brush from the top of stroke 2 to beneath the lower guide line.

Strokes 2, 3, 4, and 5, of "B." Practise these often. Note the graceful appearance of the letter "C."

A new feature in "D" is the relation stroke 4 has to stroke 1. This is a somewhat different way of joining up the bottom.

Note the long top stroke 2 of "E." The many curved lines of this letter need a lot of practice work in order to make a graceful letter. "F" shows new style top strokes. Stroke 4 carries out the same feature as shown in other letters. Practise often.

"G" also shows the long top right-hand stroke. Note how it projects beyond stroke 3. Much practice is needed here.

Strokes 3 and 4 of "H" are the only differences in this letter. Strokes 1 and 2 should be parallel. The 1 is just a perpendicular stroke.

"J." The chief feature is shown in strokes 2 and 3. Note that they are half the height of stroke 1. Practise often.

In "K" we have much the same combination of stroke as shown in the lower case letter "K." The long curved stroke 2 needs much practice.

Note the slant at which stroke 2 and 1 of "L" are joined. This is a good formation and should be practised often.

The one feature of the "M" is the long sweeping strokes 4 and 5. This is only one of the many varieties of letter formations that can be made.

To make stroke 3 of "N" it is advisable to turn the card more to the left so a good clean stroke can be made.

The centre dot of the "O" is not necessary, but can be added for variety's sake. Note how strokes 3 and 4 are brought down lower than usual.

"Q" shows a variety in the strokes 3,

4 and 5. Many different styles of tails are used on this letter. Practise the long curved stroke often.

"R" shows a very graceful letter and will need a lot of work to reproduce its formation. Note the relation of strokes 3 and 4 to stroke 5.

The "S" is just a larger copy of the lower case letter with stroke 4 added. Practise stroke 1 often.

"T" is the same as the F without stroke 5.

Stroke 2 of "U" is one you should feature in practice work.

Stroke 2 of "V" is a little different to that of the "U" but requires just as much practice.

The long graceful stroke 4 of "W" also needs much practice. Note that strokes 1 and 3 are parallel.

"X" is just a reproduction of that used in the lower case.

In the lower part of the letter "Y" is shown a variety. The combination strokes 2, 3 and 4 require much practice. Note the strokes 3 and 4 of "Z." These are the strokes in this letter that need the most practice.

The sign "&" shows the long stroke extended to the right as featured in many of the letters in the foregoing alphabets.

We are featuring in this lesson, the use of letter hand-painted floral designs on show cards for spring. Note the collection of four small panel cards. These are good illustrations of this work.

The fruit card is on grey mat board and the floral design on both sides of the circle at the top of the card is a combination of green and different shades of violet. To get the best effect, first put on a shade of mauve mixed from purple and white; then put the darker color on after the other is dry, as is shown on the card. The green is put on last to give a green leaf effect.

The card "New Spring Imports," shows a dainty little floral piece at the bottom.

The green stocks in this case are put on first then the two shades of mauve. This makes a striking combination on a black card background.

The white card "New Arrivals," also shows the same colors used on it as was used on the black card. This makes a very pretty effect for spring.

The "House Cleaning" card shows something new for a hardware store.

Note the floral effect at the lower part of the "S" and the two small floral designs at the top and bottom of the card.

All these floral designs are painted very quickly. No attempt is made to reproduce a flower, but just the general effect is all that is required.

The large card "Spring Goods," shows a very striking effect on a mottled brown mat board card. The lettering is white and the large lettering is shaded with black. The floral design over the "S" brightens up the card wonderfully and is quite in keeping with Easter time showings.

The "Easter Favorite" card is written on white card with black show card color shaded in a pale green. The purple and green floral designs at the top and bottom make a very effective card.

The "Canned Soup" card is an excellent design for grocery store display.

The dark band across the card is of pale green and the mottling on it is of a paler shade of the same color.

The "Garden Tools" card shows a quite elaborate design and a combination of two-tone green shading and scrolling with a black letter on a white cardboard

The entire set of cards have the alphabet lesson of this month put into use. You can easily see our reason for saying that this alphabet is practical for all kinds of cards, and also the various forms that can be made of the same letters.

Handling Ruffled Customers

Can the Business of Average Size Every Time Live Up, Literally, to That Famous Declaration: "the Customer is Always Right."

AN article which recently appeared in *"System,"* the Magazine of Business, entitled "Handling Ruffled Customers," contains so many truths regarding the subject that it is here reprinted for the benefit of salesmen. It will interest all clerks who are called upon to serve customers in the paint department. The article does not specifically deal with hardware, but many of the types of customers referred to are not by any means unknown to the clerks in hardware stores. The article, written by Russell Wilmot, follows:—

No matter what kind or size a man's business may be, he will doubtless have his quota of dissatisfied customers. The best he can hope to do is to hold it down to a minimum. Only a business which is in a position to create new customers more rapidly than it loses old ones can usually afford to have any at all.

Many merchants believe that an appeased customer isn't so valuable an asset to their stores as one who has never been provoked. It doesn't take much of a disappointment, they hold, to drive a customer to a competitor. The customer, to begin with, expects fair treatment and courtesy. He has, they believe, a right to expect them.

It is the occasional unreasonable customer, whose demands on the merchant are unfair to him and to his business, who really calls for the most careful consideration and who is likely to do the greatest amount of harm.

The point at which the unfair customer and the fair merchant can get together is often narrow and calls for great tact from those in charge of complaints. Perhaps, as a matter of fact, the stores suffer losses too often, rather than permit customers to leave in anger.

This brings up the question: Can a business man with an average sized store live up, literally, to that famous declaration of a merchant with a very big store: "The customer is always right"? Many think that there is such a thing as going too far in yielding to customers' requests regardless of their demands. Merchants' associations in several cities are restricting the privileges extended to customers by their members.

Yet it is of course true that often the customer may have just cause for complaint. And then it surely becomes the duty of the store to give every possible adjustment, for otherwise it is likely to suffer to a far greater degree than the customer. So it is important to locate the causes for justified complaints and to stamp them out.

One of these causes, and often an important one, may arise from the danger that advertising departments sometimes unintentionally misrepresent goods. Especially is this true where many of the customers involved are women.

Here is a case where misjudgment lost trade. A large and expensive Sunday advertisement in a Boston paper told of wonderful values in feathers and tips. For a year a certain woman had been looking forward to buying three short, graceful, heavy-headed feathers. Here was her chance.

Early Monday morning, therefore, she hurried into the shopping district and secured the feathers. She paid rather more than she had expected, but got exactly what she wanted. She carried the feathers to her milliner and had them placed upon a hat for an afternoon at a long anticipated symphony concert. When she left the concert, she found rain falling in torrents.

The graceful, curling feathers were soon draggled and straightened. Knowing, however, that they could be curled again at slight expense within a day or so, this woman took them to be re-curled to the very store at which she had purchased them. Two days later she called for them and was handed three over-curled, partly worn, wooly-fibred feathers.

"These are not mine," the woman declared. "You have made a mistake."

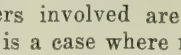
"We never make a mistake," the saleswoman replied, a bit haughtily.

"But they are not mine!" the woman protested. "Mine were just new—last Monday. They were much heavier and glossier fibred."

In vain she appealed to the floor manager and at the complaint office. The saleswoman declared that there had been no other black feathers in the repair room, the floor man was tolerantly incredulous, and the girl who had made the sale in Monday's rush could not be located.

The floor man pointed out to the complaint man—sotto voice—that any one with half an eye could see that the feathers were half worn out and had been cheap ones in the first place. The woman heard him, agreed with him, and explained afresh that hers were handsome new ones. She was told coldly that nothing could be done about it, and—with tears dangerously near the surface—she departed. She had been subjected to injustice and branded as guilty of attempting a flagrant piece of dishonesty by the employees of one of the largest firms in the country. She was helpless, and yet she was right.

Then there is a source of complaints originating with a carelessly trained sales force. There are means available at small expense for the average sized store which wants to instruct its sales force about what it sells. The large store can afford to use more elaborate means of its own creation to reach the same end. Therefore, there is apparently little excuse for a sales force with a soggy knowledge of what it is selling.



HOW FURNACES ARE MADE

(Continued from page 43.)

together, and in so doing knocked the sand off. This method, however, was hardly suitable for cleaning these huge castings, and a more modern method has been developed, this is known as the shot blast method. There is a large room lined with heavy iron plates, and at one end of this a large reservoir with a hose resembling a small fire hose. The heavy castings are trucked into this room direct from the moulds. The compressed air is turned on and the shot about the size of small bird shot is forced at great pressure against the casting cleaning it almost instantly. This method has proved to be the most rapid and generally effective of any method yet devised.

As previously stated the bulk of the furnace parts are made of cast iron. There is, however, around it a jacket of plate steel. The top, too, is made of steel plate. These parts are stamped out in the machine room and there, all the tool work is done on the different parts. The connections are made and borings are provided and every needed change is made prior to their going to the room where they are assembled. Here the actual furnace is put together ready for shipment. Prior to shipment, however, they are not entirely set up. For instance over the whole furnace there is a sheet zinc body whose duty it is to properly distribute the heat to the pipes. This and other smaller parts are shipped in a knock-down condition, to be set up only when actually installed.

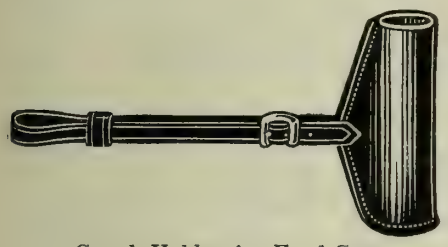
Like many another great factory this foundry has enormously increased its capacity since the war began, but all this new activity is not devoted to the peaceful task of making furnaces. Out in the immense machine shop a multitude of lathes are busily turning out shell forms. In a far corner a great hammer is ceaselessly rising and falling, pounding the rounded end on the glowing shell; everywhere the means for the works of peace have been turned to the ends of war. It has added a new scene of energy to a great business and a new complication that the heads of this business have successfully met and managed.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

CRANK HOLDER FOR FORD

G. L. Griffiths & Sons, Ltd., Stratford. Ont., have started to manufacture a leather crank holder for Ford cars. The accompanying illus tration shows the style of the holder, which the makers claim, that the holder will hold the



Crank Holder for Ford Car.

crank to one side, out of the way. The holder, it is said, is substantially made and can be sold at a reasonably low price.

STANLEY GARAGE HARDWARE

In connection with their advertising of Stanley garage hardware, The Stanley Works will offer to the retail hardware trade this year, a handsomely lithographed window display cut-out which is here illustrated.

This display pictures the use of The Stanley Garage Door Holder No. 1774, garage door hinges 1457, ten and twenty-four inches, chain and foot bolts, 1055 ten inches and 1056 ten inches, the Stanley Garage door duplex latch 1254, and garage door pull 1266, all of which make up Stanley garage door set "D."

This display is lithographed in nine colors on heavy cardboard. It stands forty inches long by twenty-five inches high and is supported by a strong easel. It comes folded up in only one piece and is very simply set up.

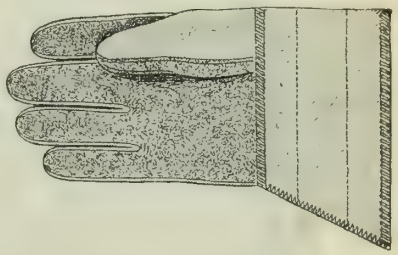
The top of the back inside wall of the garage, shown through the open doors, is cut out so that at night an electric light bulb may be set in it. From the front it will look as though your garage is lighted.

Although distribution of this display will not be made until March, the company states that requests for these displays should be sent in at once, addressed to the Service Department of The Stanley Works, New Britain, Conn.

Stanley Garage Hardware.

LEATHERETTE FACED GLOVE

The American Pad & Textile Company, Chatham, Ont., are manufacturing a line of leatherette faced gloves. The makers state that this imitation leather will give as long service in facing cotton gloves as the usual grades of leather ordinarily used for this purpose. The price of these gloves, it is said, is not more than the price of the leather trimmed gloves before the high prices came into effect. It is a source of great satisfaction when a substitute material can be found that will not only take the place of something that has reached abnormal cost, but will equal it in service



Leatherette Faced Gloves.

and appearance. The illustration accompanying this article gives a very good idea of how the glove is made, and of its general appearance.

ALUMINUM IN WAR

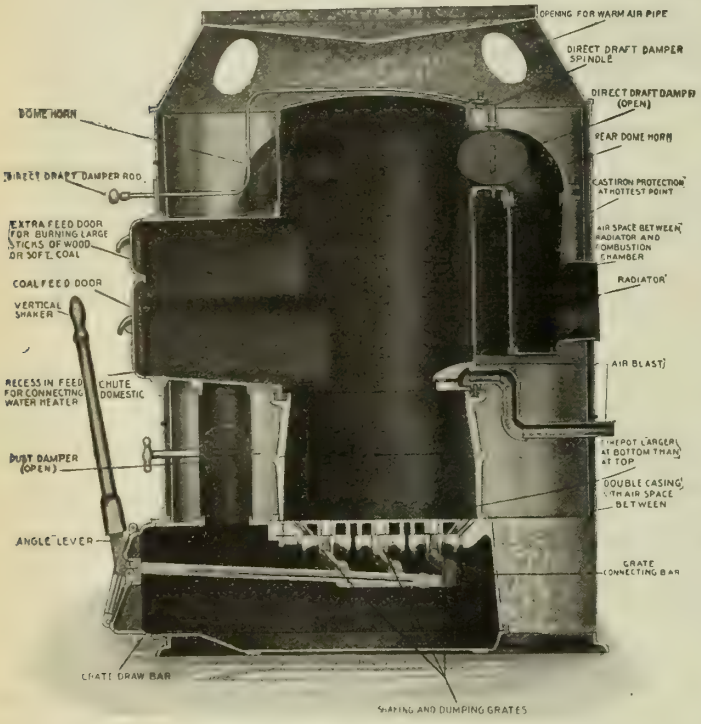
Just why aluminum should have proven so valuable becomes evident upon the consideration of the metal's characteristics. In volume, one pound of aluminum is equivalent to 2.8 pounds of iron, 4.6 pounds of lead, 4 pounds of silver, or 3.3 pounds of copper. In proportion to its weight no metal is so strong. It is the best conductor of heat known, and is nearly as good a conductor of electricity as is copper.

Owing to these qualities it has lent itself to a vast variety of war uses. The French army have employed it for horseshoes and lances, as well as buttons, belt buckles, and insignia of rank.

There is still another war use which is not so commonly known. A mixture of nitrate of ammonia with powdered aluminum forms the extremely high explosive "ammonal," which can be exploded only by a detonator. It is said to be safer than picric acid, nitroglycerine or nitrocellulose compounds, but deteriorates quickly in dampness. Immense quantities of aluminum have been exported from this country to make this high explosive.—*Brass World.*

A chance for some live

Hardware Dealers



The "Economy," a Furnace without a Peer.

THROUGHOUT the Dominion, there are to-day a number of localities in which we have no authorized agency.

The best man in these localities has an opportunity of adding to his reputation and profits by associating himself with the famous PEASE FURNACES.

To him, we say. "You can have exclusive selling rights, and we will co-operate with you to such an extent that Pease Furnaces will practically be sold by us for you. Your part will be the installing of the Furnaces and the collection of the payment only."

General Sales Office—118 King Street East, Toronto
Works—Brampton, Ontario

PEASE FOUNDRY COMPANY, LIMITED

Branches: Halifax, Montreal, Hamilton, Winnipeg Vancouver

YOUR reputation is at stake every time you install a furnace. It will never suffer if you install a

Pease Furnace

The "Brampton"
A High-grade Furnace at a Low Price

Do you not owe it to your business to investigate?

This is a sincere offer and merits your prompt enquiry. It is YOUR CHANCE to "Get in on the Ground Floor" of the heating business in your town.

Communicate with us to-day. It's good to get acquainted whether we do business or not.

General Sales Office—118 King Street East, Toronto
Works—Brampton, Ontario

PEASE FOUNDRY COMPANY, LIMITED.

Branches: Halifax, Montreal, Hamilton, Winnipeg, Vancouver

WHAT OTHER PAPERS SAY

HIGH CRUDE PRICES FAIL TO BRING ABOUT LARGER PRODUCTION

From *National Petroleum News.*

The fight for crude oil in all fields of the country is forcing some of the highest prices in the history of petroleum. These high prices are not bringing in any more oil, however. Tank-wagon markets have advanced generally over the country, but not in proportion to the crude oil advance. This, with the fact that the tremendous gallonage of the summer is practically continuing throughout the winter, is causing considerable uneasiness as to what the warm weather of next summer will bring. Automobile manufacturers are continuing to increase their output and it seems to be impossible to saturate this country with motor cars in its present prosperous condition.

The situation is truly serious. Prospects are now for a continuing advancing market until another big pool of oil is developed similar to Cushing, or a present unknown refining method is discovered which will greatly increase the production of gasoline beyond the yield of present processes.

Eastern Field Dropping.

None of the present producing fields have increased their production materially. Pennsylvania continues its decline, although the Standard is making desperate efforts to hold production there at least steady by putting the price to $3.05 a barrel January 9th.

No new fields of any consequence are being developed. Wild catters are at work everywhere. Undoubtedly by summer there will be a greater production of crude oil, but oil men do not believe that it will do much more than steady the markets, if that.

Tank-wagon markets advanced a cent a gallon over the country the first of the year. Refinery prices on gasoline have been following very closely the tank-wagon markets. Pennsylvania refinery gasoline prices are prohibitive except for the sea board market. Tank-wagon prices of January 10 in cents a gallon are:

	Gasoline	Oil
Omaha, Neb.	19	7
Hastings, Neb.	20	7¾
Sioux City, Ia.	18.3	7½
Huron, S. Dak.	20.8	9.8
Peoria, Ill.	18.5	8
East St. Louis, Ill.	18	7
Indianapolis, Ind.	18	8
Kansas City, Mo.	17.8	6.3
Topeka, Kans.	18.2	6.7
Salina, Kans.	18.4	6.9
Oklahoma City, Okla.	20.21	7
Kalamazoo, Mich.	18.9	7.9
Cleveland, Ohio	22	...

AN OBJECT LESSON

From *The Hardware Trade.*

From the stories of bankrupt retail business enterprises may often be drawn lessons and morals which point out certain pitfalls which are to be avoided.

A case in point is contained in the final figures of a certain defunct retail business, the data on which has recently come to the attention of the writer.

An investigation of the affairs of this particular debtor revealed the fact that the liabilities totaled approximately $24,000, while the assets were $11,000.

Of these total assets, over $23,000 were represented by accounts and notes receivable.

In other words, the evidences of credit which had been extended customers showed a sum practically sufficient to have taken care of the entire outstanding obligations of the merchant.

Again, total stock, furniture and fixtures amounted to less than $16,000.

Assuming 40 per cent. of the total capital to be the limit which can be safely carried in the form of book accounts, it is patent that credit was given many times in excess of the limits of safety and conservatism.

No further comment is needed. These few figures tell their own story. They should stand out before every reader as a warning of the danger which goes hand in hand with the promiscuous granting of credit and laxity in handling collections.

Better merchandise on the shelves than represented by slow and oftentimes worthless accounts.

MAN WHO READS TRADE PAPERS

From *The Improvement Bulletin.*

What effective use do you make of your trade journals? That is a question that might be asked of every man who is interested in any branch of the construction field. And its dollars to doughnuts that the progressive, growing concerns, be they contractors, or producers of building material, or sellers, are the ones who make prompt and intelligent use of their trade journals.

The writer dropped into the office of a successful and up-to-date firm that installs heating plants, the other day. The manager was pouring over *The Improvement Bulletin,* checking off the items that attracted his attention, with a pencil.

"I see you make good use of *The Bulletin,*" said the writer.

"We'd find it hard to 'keep house' without it. It's of great assistance to us, and there isn't much in it that escapes our attention."

Go into the office of the man who complains bitterly that business isn't what it used to be; that there's "very little doing" in his line; that this year's business was bad enough, but next year's will probably be worse, and the chances are that you will find his trade journals, if he takes any, piled in a heap in some out-of-the-way nook, with the wrappers still intact, gathering dust, and of no use to anyone.

Go into the office of the man who says he did a mighty fine business at a reasonable profit, notwithstanding keen competition this year, and he's got several thousand dollars worth of business waiting for him just ahead, and he knows where a lot more business is coming from after January 1, and one hundred times out of one hundred, such a man is a keen observer of trade conditions, a man who is "right on the job" when it comes to getting after trade prospects, a man who familiarizes himself with the latest developments in the trade field—in short, a man who makes prompt and profitable use of his trade papers.

WIDE-AWAKE BUSINESS

From *Paint, Oil and Drug Review.*

This is a time of astonishing changes in the business world, and never before was eternal vigilance so absolutely the price of commercial liberty. New sources of supply are appearing on every hand. New methods of manufacture out of new materials at new prices are a commonplace in every line of business.

In the brush market Leipzig was the world market for bristle till the summer of 1914. Now nearly all the American bristle comes direct from China and Siberia, but the business goes on as merrily as before.

In the color market so much has been said of the changes that it is useless to repeat, except that hardly an item in the old list of imported colors but is made in America or a substitute for it has been found. Price seemed an important thing for awhile and indeed it is now important, but after all, price is only a comparative proposition; we can soon adjust ourselves to any price as long as we base our selling price on selling cost and allow a proper percentage of profit. The main thing is alertness, full knowledge of the conditions surrounding the business and nerve enough to act promptly as conditions seem to indicate.

The chemical manufacturers have seen their opportunities and seized them, with the result that chemical stocks are paying the best dividends in the market to-day.

Change is the order of the day, and the wise one is the man who can adapt himself to the situations which confront us. There is nothing discreditable in a change of policy provided no moral principle is involved. A change of business habits is a mighty good thing for the average man, because it takes him out of the ruts and keeps him young and alive to what is going on around him. A good many of you know a certain manufacturer who made an excellent high-grade varnish and sold it by salesmen through regular trade channels, but business conditions had changed and his particular quality was not very profitable at the price he could afford to sell it.

He discovered the valuable properties of a certain oil in cleaning a bicycle one day and decided to advertise it.

The first cent that was not needed to buy bottles, cans and materials bought publicity. Advertising matter was sent out every day. It was soon discovered that this oil was good for clocks, locks, sewing machines, rods and reels—good, in fact, for every oiling necessity about the home or office. One man said it would make hunting boots waterproof and keep them soft and pliable. A woman wrote in that it would polish furniture; another that it would prevent rust on metal surfaces.

Soon an advertising campaign was started that has made the name of this oil a household term in every section of the United States. It is also sold in large quantities in England, China, New Zealand, South America, and elsewhere. In a few short years a prosperous business has been built from almost nothing, and the firm is now spending thousands of dollars yearly for advertising. In fact the business was founded entirely on advertising—not on salesmen.

Here was a total change of business and business policy promptly executed and carried out with force and good judgment. The result was success and the same methods properly applied will always insure success.

This is the time of year for sales meetings, talking things over and giving advice. Is there any better advice for the sales manager to give his force or the proprietor to give his clerks, be the business large or small, than this: "Be wide-awake, watch your opportunities, adapt yourself to meet conditions and serve the interests of your trade and you will be sure to satisfy your employer."

EVENTS IN THE TRADE

Fire Losses

Fire which started in some straw in a large shed in the rear of the premises of the St. Marys Hardware Company did $200 damage, on January 23.

Personal

F. W. Walkers of Walker & Merriani Tara, Ont., was a visitor at the Toronto office of HARDWARE AND METAL this week. Mr. Walker stated that business has been excellent and the outlook for spring is very promising.

Obituary

Ottawa, Ont.—The death occurred here of Thos. Edward Hickman, of the Ottawa Paint Works. The late Mr. Hickman, who was 67 years of age, had only been ill for about 10 days, and his death will be sincerely regretted by a wide circle of friends. He is survived by five sons, three of whom, Chas., R. H., and W. E., are actually connected with the Ottawa Paint Works.

Acme Steel Forms Canadian Co.

The Acme Steel Goods Co., of Chicago, have formed a Canadian company, under the name of the Acme Steel Goods Co. of Canada, under the control of J. E. Beauchamp, of J. E. Beauchamp & Co., Montreal, who have acted as their Eastern Canadian agents for some years. Under the new arrangement all Canadian business will be under the direct supervision of J. E. Beauchamp.

Ottawa Paint Works, Ltd., Elects Officers

The following officers were recently appointed to the Ottawa Paint Works management. Chas. Hickman, President and General Manager; James M. Young, Sec.-Treas.; R. H. Hickman, sales manager; A. A. Cronk, accountant; J. D. Robinson, manager, Toronto branch. Chas. Hickman, president and general manager of the company, visited the Toronto branch this week. In conversation with HARDWARE AND METAL, Mr. Hickman stated that the company's plant is running to full capacity, and that the outlook for spring is excellent. When asked if difficulty is being experienced in securing raw materials, etc., Mr. Hickman stated that deliveries on containers are very slow, but other raw materials are being received in good volume, although deliveries are frequently from 4 to 6 weeks behind schedule.

New Manager, the Canada Paint Co.

Royal Cluxton newly appointed manager of the Canada Paint Co., Ltd., was born in Ontario, spending the greater part of his early life and receiving his education in Peterboro.

When still a young man, Mr. Cluxton left Canada to take up his business career in the United States, and although spending a number of years on the other side, Mr. Cluxton never gave up his citizenship and is still a good, loyal Canadian.

ROYAL CLUXTON,
Appointed Manager Canada Paint Co., Ltd., Montreal.

Mr. Cluxton spent seven years as a traveller, representing one of the largest paint and varnish manufacturers, and his exceptional ability won him promotions from time to time. He was promoted to take charge of and develop the Sales Promotion department of this large concern, and after spending two years in this department was promoted to Sales Manager. This latter he relinquished to take up his duties in Canada and become manager of The Canada Paint Co., Montreal. Mr. Cluxton's experience coupled with his ability makes him well fitted to take over the management of so important a concern as The Canada Paint Co.

Maytag Co. Extends East

E. E. Lyday, Canadian manager of the Maytag Co., Winnipeg, makers of numerous types of washing machines, including the Multi-motor machine, is making a business trip to Ontario and Quebec to arrange for the distribution of these machines to the trade in the above two provinces.

Award of $3,000 Prize Delayed

The Canadian Ever Ready Works, and the American Ever Ready Works have announced that they have been obliged to delay the award of their $3,000 prize for a better name than flash-light. The award was originally advertised for Dec. 25. It was expected that the contest would produce about 250,000 entries. Over 530,000 were received. The work of sorting and filing these in shape for the judges to examine them has made it impossible to complete the judging to date. An announcement will therefore be made on April 5.

Montreal Personals

John O. White, of the Wallworth Co., Boston, U.S.A., was in Montreal this week.

L. E. Griffith, of the Surpless Dunn Co., New York, was in Montreal this week visiting business friends.

There was real, genuine rejoicing in the meeting of the hardware association in Montreal on January 31 at the re-appearance there of William Starke, who has returned to business and his old wide circle of business friends after a long indisposition from which he has very well recovered. He has been away from business for about nine weeks in all, and is heartily welcomed back.

The notice of the death of Wm. B. Stewart, of the Hamilton Cotton Co., in Toronto, which appeared in HARDWARE AND METAL last week caused many comments of regret in Montreal hardware circles, for amongst Montreal business men the late Mr. Stewart was a most valued friend.

Evinrude Agency

An unusually attractive booklet entitled "What the Evinrude Agency Means to You", has been issued by the Evinrude Motor Co., Milwaukee, Wis. The book, which is handsomely illustrated describes in detail the Evinrude plan of co-operation. Copies will be mailed on request.

Business Changes

Yellow Grass, Sask.—McLaren & Son, hardware are moving to Tugaske.

Montreal, Quebec.—Adolphe Brouillet, hardware merchant, has sold his stock.

Stoughton, Sask.—Fawcett & Bowes, hardware have been succeeded by E. C. Fawcett.

Yellow Grass, Sask.—McLaren & Son, hardware and furniture, are moving to Tugaske.

Ravenscrag, Sask.—The Ravenscrag Hardware Co. have been succeeded by R. Whitefoot.

Balmoral, Manitoba—J. L. Barbour, hardware merchant, has sold his stock to C. S. Jones.

Bentley, Alberta—Herman Burgar, hardware merchant, has sold to Morris and Taylor, Millet.

Stoughton, Sask.—Fawcett & Bowes, hardware merchants, have been succeeded by E. C. Fawcett.

Irwins Salesmen's Convention

T. Mortimer has just returned from Wilmington, Ohio, the home of the original solid centre stem auger bit, manufactured by the Irwin Auger Bit Co., where a two days salesman's convention was held to confer upon topics of interest, specially in connection with the selling end.

Last December the factory advised the jobbing trade that on account of the increased cost of raw material, etc., it would be necessary to advance prices particularly as only one advance had been made in many years. Therefore the trade will not be surprised to learn that an advance in price has now been put into effect.

However, to avoid the inconvenience to the trade that a new list would entail, they have decided to continue selling upon the old list as adopted some years ago.

No doubt the trade will appreciate this consideration on the part of the company, especially at this time when much confusion is being caused by changes in lists, discounts, etc.

Cushman Motor Works in New Quarters

Winnipeg, Man.—The Cushman Motor Works of Canada have secured the property situated at the junction of Whyte Avenue and Vine Street, Winnipeg, just off Logan Avenue West. This property is some 2½ acres in extent, with an office and warehouse building containing three stories, giving the company some 15,000 square feet of floor space. To this the company intend to add in the near future. Alongside the building there are excellent trackage facilities, it being possible to handle eight freight cars at once. The offices are located upon the second floors, also the showrooms, where engines and other lines handled by the company are nicely exhibited. The rest of the building will be devoted to machine assembly, stock rooms, shipping, etc.

It will now be possible for the Cushman Motor Works to carry in stock a greatly increased number of their engines with which to supply the Canadian demand.

In connection with the transference of the company to its new premises, an interesting event took place the other day, when the annual meeting, banquet and salesmen's rally was held. After a banquet, President E. B. Sawyer outlined the growth of the organization and told the salesmen of the efforts being made by the company to take care of the trade. Among those present were: E. B. Sawyer, president; A.E. Donovan, Canadian manager of the organization, and the following salesmen and firm representatives: A. E. Storey, John Herron, J. D. Hutchinson, A. Leader, A. C. Leader, Vincent Donovan, G. Conolly, J. Halverson and J. S. McLellan.

St. John, N.B., Notes

St. John, N.B.—Hardware wholesalers throughout New Brunswick report trade conditions to be very satisfactory. The demand for all lines is good and payments are prompt. The market has been steady lately, with few changes in staples. In some lines manufacturers still are working on materials purchased before last advances, and as soon as this material is used up increases in selling prices are anticipated. On the other hand, a general decline is expected as soon as there is any prospect of peace, and recent peace rumors showed a tendency to curtail buying—a tendency which has disappeared to a large extent since peace has appeared more remote. With this in view, however, dealers are not stocking over-heavily in any lines

The Municipal Council of St. John County has decided on an expenditure of $23,000 for the installation of a new heating system for the general public hospital. This will represent only half of the fund appropriated by the council for a new plant and a new power house to contain it, plans for the building not having been approved so far. The installation will be made according to the plans of Fred M. Hoadley, of Montreal, heating engineer, and will be supervised by F. Neil Brodie, architect, of St. John. The new installation, in addition to heating the buildings, will provide for the generation of electricty for lighting and for power for the elevator, laundry, etc. It is estimated that the new system, which will permit of the use of a lower grade of coal, will by this means and greater general efficiency, effect a saving of $2,000 annually in the fuel bills.

The Retail Merchants' Association of St. John has decided to observe another "Dollar Day" on February 22. Committees have been appointed to arrange the details, and an effort will be made to draw outside trade to the city on that day, as well as to induce heavy buying by the citizens.

William E. Dickson, an employee of W. H. Thorne & Co., died this week. He had been in ill-health for some time, but his death was unexpected. He is survived by his wife and one child.

HARDWARE LETTER BOX

Repairs for Sterling Machine

Peter Lutz, Lemberg, Sask.—Please advise where I can secure repairs for the Sterling sewing machine.

Can any of our readers kindly supply the desired information.—Ed.

Peerless Cooker

Subscriber.—Kindly give the address of the manufacturer of the Peerless Cooker.

Peerless Cooker Co., Buffalo, N.Y., and Canadian Peerless Cooker Co., Bridgeburg, Ont.—Ed.

Pressed Brick

Clarke & De Long, Centreville, N.B.—Kindly give names of pressed brick makers in Quebec province.

National Brick Co. of Laprairie, Ltd., Montreal, Que.; Building Supplies & Brick Co. of Canada, Montreal; Canada Cement Co., Montreal; Citadel Brick & Paving Co., Quebec, Que.—Ed.

To Continue Manufacturing in Four Weeks

Toronto, Ont.—Channell Chemical Co., Ltd., Toronto, expects to re-open the plant in about four week's time. About 75 per cent. of the plant and stock was gutted in the recent fire.

J. E. Ford, Comber, Ont.—Please advise where we can purchase aluminum solder.

Canada Metal Co., Toronto.—Ed.

Bone Cutters

Summer Co., Moncton, N.B.—Please advise where we can purchase power bone cutters.

A. R. Williams Machinery Co., Toronto; Canadian Fairbanks-Morse Co., Montreal and Toronto.—Ed.

Iron or Steel Stairs

La Cie Martineau, Quebec, Que:—Please give address of makers of steel or cast iron stairs?

John Watson & Son, Montreal; Montreal Architectural Iron Works; Mount Royal Foundry Co., Montreal; Canadian Ornamental Iron Co., Montreal; Geo. B. Meadows, Toronto.—Ed.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

New high records for cordage were reached this week when Manila rope advanced 2½c per lb. and sisal rope advanced 3½c lb. Rope is now far above the high records of pre-war periods. Binder twine will in all probability be quoted at exceedingly high prices during the coming season.

All baseball supplies, including mitts, gloves, balls, etc., have advanced all the way from 10 to 100%. The heaviest advances are on the cheaper lines of mitts and gloves.

Lumbering tools have all taken a sudden jump upwards, and advances in price have been recorded all the way from 60 to 100%. Prices on washing machines have been withdrawn, and higher prices will probably be issued in the near future.

Among many other important price changes this week are advances in the prices of scales, wringers, glue, emery and emery paper, latches, razor strops, blind and bed staples, tinned spoons and forks, gimlets, linseed oil, grindstones, oil stoves, silver-plated ware. There has been a general advance in the prices being made in old metals. All wire products are very firm and further advances would not come as a surprise.

Ingot metals have shown additional strength this week. The demand for iron and steel is as insistent as ever and steel companies are well booked up for 1917. Prices on domestic pig-iron are still withdrawn.

The freight situation is still very serious. Embargoes are becoming more numerous. Business has been good during the week. Collections are satisfactory.

MONTREAL MARKETS

MONTREAL, Feb. 1.—The market for all lines of hardware keeps exceedingly firm, and there will be noticed several price changes of importance. Lumbering tools have advanced. Norway iron is up, Chaudrons are advanced, and in shelf goods several important changes have taken place, notably the changes in Sargeant's builders' hardware. Scales and wringers have also advanced in price, and smaller lines, such as glue, emery paper, sand paper, horse clippers, etc., are up in price. Rope makes another big advance, and the metal markets lend great firmness to plates, and articles dependent on lead and antimony, which are in the "upper" classes of the metals this week. Demand opens now for wire screen cloth, and inquiries for lawn mowers have begun to come in.

Shelf Goods Show Important Changes

SHELF GOODS.—Not quite so many changes are being made now in shelf goods as had been usual in the beginning of last year, but still a number of lines are receiving attention as markets for raw materials used in their manufacture advance. One very important and extensive series of builders' hardware lines has this week made an average advance over all of 5 per cent., and given work to the recorders of price changes that has meant much midnight oil.

Sargeant's Goods Up

Sargeant's goods, the line referred to above, have advanced, as noted, by at least 5 per cent. To enumerate the many articles involved in this long list of goods would take pages. Door springs, shutter bars, window catches, and all kinds of similar appliances are only part of the list.

Cutlery Lines Firm

Cutlery is in exceedingly difficult situation at present owing to the impossibility of getting anything like adequate supplies from Great Britain, or even from the United States. Leading hardware men say they could fill many orders that wait for supplies if only they could get enough cutlery, and the prices are accordingly inclined to stiffen up.

Sand Paper Goes Up

Sand paper has advanced, as was noted in a prediction of HARDWARE AND METAL'S last week as regards Montreal, where the new advance had not been recorded in detail. B. & A. Flint sand paper in reams is quoted now at 15 per cent. advance on list. In rolls the same line is quoted at 33 1/3rd advance on list.

Emery Paper Also Up

B. & A. emery paper is also up in price, and with it the same line of emery cloth, the new quotation being 5 per cent. advance on list.

Emery Powder Adavnces

Emery powder (Turkish, as it is called) has advanced to 12c per pound, thus accounting to some extent for the emery paper and cloth advance, though glue and paper contribute also to this.

Glue Has Gone Up

Glues have gone up in price this week, quotations being now for white fish glue 28c a pound; for French glue 28½c a pound, and for broken glue 18c a pound. The French glue referred to is the line numbered 3047, and is very scarce at present.

Horse Clippers Up

New net re-sale prices for horse clippers of three well known makes are quoted this week in Montreal as follows: Newmarket, each $2; Goodwood, each $1.70; Grand Ballbearing, each $2.

Watch Stillson Wrenches

It is announced very definitely in the talk of the men best built to judge of price tendencies in the hardware trade at present that Stillson wrenches are in for another advance, which may come pretty shortly.

Wire and Nails In Firm Market

WIRE NAILS, ETC.—There are no changes to record this week as regards wire and nails, though the market continues very firm in these lines. Standard steel wire nails are quoted at present in Montreal at $4.75 base, with every chance of going higher owing to conditions affecting wire rods, and cut nails are quoting at $4.50 base per hundred pounds, which is as last week's price.

Market for Plates Affected by Shortage

SHEETS, PLATES, ETC.—Still there persists the marked shortage in most important lines of sheets and plates, particularly galvanized sheets from Great Britain. These are, in fact, so scarce as to be practically unobtainable, and the sources of supply in Canada and the United States are undoubtedly strained to the limit of production. Prices for many lines, though quoted in current quotations, and accurate as regards recent transactions, may be found merely nominal as stocks vanish, and for any large orders a premium might have to be paid at any time, even if the goods were obtainable in the quantity desired at the time. In fact, there is a premium in force now of 25c a box on spot stock cokes, stocks of which are low to the verge of barrenness. Tin and terne plates are scarce also. Black sheets are as quoted in current quotations.

Norway Iron Has Advanced This Week

IRON AND STEEL.—There is no change in the situation as regards iron and steel this week. Price of pig iron in Canada is simply nominal at present—that is to say, those who want to buy quantities have to make their bargain with those who are willing to sell, and quotations are not more than a guide to about the price that may be expected. The price per ton, as quoted last week, viz., $40, holds good. Common bar iron is quoted in Montreal this week at $3.40 per 100 pounds, and the whole market for iron and iron products is exceedingly firm.

Norway Iron Up in Price

Norway iron, which has for long maintained a fairly steady price in the market, is advanced to 10c a pound by one large firm and quoted at $10.25 per hundred pounds by other firms. Formerly Norway iron was quoted at $9.50 to $9.75.

Chaudrons Advanced

In line with iron and steel market conditions is the advance in chaudrons noted by one large firm in Montreal. The quotation given on these by this firm is $5.25 per hundred pounds.

Ingot Metals All In Firmer Market

INGOT METALS.—The metal market generally has been displaying a condition of renewed firmness in almost all lines during the present week, and prices for certain metals have advanced rather sharply. Lead and antimony have been in the limelight with strong advances on record. Shortages of supply of many lines of metal in Montreal have been noted, and railway transportation trouble has been mentioned in connection with this aspect of the metal markets.

Antimony Awakens

ANTIMONY.—After a "sleeping beauty" spell of almost entire inactivity on this continent, antimony has suddenly sprung to life again, and rushed up in price to nearly double the quotations given last week. Quoted at $18 per 100 lbs. last week, this metal is now touching $30 in Montreal, the New York price being $25 per 100 lbs. This tremendous advance came almost absolutely unexpectedly, and is said to be due to the fact that the markets had in a sense "forgotten" antimony in disgust, following the collapse that followed the falling off in shrapnel orders, a collapse in which not a few metal operators were uncomfortably caught across the border. Now transportation trouble—the shortage of trans-Pacific ships (for most antimony supplies come from the Orient)—has produced its inevitable effect—shortage of supply, and a sudden realization of the scantiness of antimony stocks on the markets of America has been followed by the present advance in price. It is said also that many small antimony mines, which came into producing life when demand was at its highest, are not now in the field as producers, thus further shortening supplies. The outlook is for firmness for the immediate future, and the market is very bare.

Lead Also Firms Up Further

LEAD.—The market for lead has been consistently firm for a considerable time, but not many metal merchants have anticipated the state of market for lead this week. From $7.75 f.o.b. Montreal in bond pig lead has gone to $8.50 this week, and the outlook is still for firmness likely to be continued. Demand is brisk; supplies are scanty; deliveries of the metal from American sources are very much retarded owing to railway embargoes upon consignments for over the frontier. Quotations are for fairly large orders, and for smaller quantities advances in proportion will be found operative.

Copper Extremely Scarce

COPPER.—There is a marked scarcity of copper on the markets at present, and correspondingly firm conditions prevail. Prices are in fact almost nominal as regards any large quantities of this metal, and it is declared in authoritative quarters that it would be hard to get 200 tons of copper anywhere in Montreal. Prices are quoted at $35 to $36 per 100 lbs., and casting copper would be about $36 to $37 per 100 lbs., with higher prices for small quantities.

Tin Shows an Advance

TIN.—Tin has this week come into rather firmer market, and shows an advance of about ¾ of a cent. The prices quoted in Montreal range from about $45.75 to $50, and supplies are found to be very small. It would be difficult to fill any very considerable orders, and the embargoes on railway transportation add to the difficulty.

Spelter Up One Cent

SPELTER.—Not in as excited a market as lead or antimony, spelter still sympathizes with the general tone, and is up about a cent in Montreal, as compared with last week's prices. This brings the price of spelter per 100 lbs. to $16-$16.25, and stocks are declared to be very low in Montreal at present.

Aluminum Unchanged

ALUMINUM.—There is no change in the price or market condition of aluminum so far, but the tendency to firmness noted as regards other metals is not absent from this field of the market, and aluminum at $18 per 100 pounds this week might be found firmer later on.

Lead and Zinc Products Firmer

LEAD AND ZINC PRODUCTS.—Although the market is firm and going to firmer for lead, there have been no changes as yet for the principal lines of lead pipe, sheet lead, traps and bends, etc. Sheet zinc is unchanged from last week, being quoted at $25 to $25.50 per hundred pounds. The solders are in unchanged market meantime, but with a firmness due to the state of the market for lead and tin. Babbitt metals are also in firmest of markets at present.

Lead pipe, lb.	$0 13	....
Lead waste pipe, lb.	0 14	....
Lead traps and bends	Net list	....
Lead wool, lb.	0 12	....
Lead sheets, 3 lbs. sq. ft.	0 12¼	....
Lead sheets, 3½ lbs. sq. ft.	0 12¼	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 12	....
Cut sheets, ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	0 29½	....
Solder, strictly, lb.	0 27	0 28½
Solder, commercial, lb.	0 26	....
Solder, wiping, lb.	0 24½	0 26
Solder, wire, lb.	0 29	0 35
Zinc sheets, per lb.	0 25	....

Another Advance is Recorded in Rope

ROPE TWINE, ETC.—Once again there is a big advance in rope of all kinds. Quotations, according to the newly-issued lists of January 30, are for best Manila 29½c basis, and for British Manila 25c basis. Sisal rope is at 24c basis now, and lathyarn at 24c basis. African hemp marline is quoted at 29c for standard, and 30c for fine. Sisal bed cord, a familiar old-fashioned name for a very useful line of rope in the hardware business, is now quoted at 10 per cent. off list, which records an advance for this line. The market for rope and twines, and indeed all similar textile

and spun materials, is desperately firm these days, and prices need attention of every retailer to avoid miscalculation and loss.

Stoves Are Steady: A Kitchenware Event

STOVES, KITCHENWARE, ETC.—There is little to record of new market condition regarding stoves. These goods are subject to the serious firming factors affecting the iron and steel market, and are not likely to be any lower-priced. But no material change is likely to take place in their price immediately, as far as go the opinions of men well qualified to judge the market for this line of goods. About the end of February will possibly see some movement again in stove prices, and it may mean advances, though as to that no one is ready to predict. Regarding kitchenware of the enameled goods department, the event of the season is the opening of the usual sale of "seconds" in this line of goods in Montreal trade circles. This sale affords unique opportunities for good judges of enameled kitchen and household goods, since many big bargains in the way of hardly impaired goods, which make bargain sale attractions, are placed on sale at the usual "seconds" discount of straight 60 per cent. off list. As the regular stock goes on sale at prices which vary in discount allowed from 17½ per cent. to 50 and 60 per cent. in special lines. Such goods as soup bowls, sugar bowls, wash basins, water buckets, cups, mugs, kettles, teapots, coffee pots, pitchers, pudding pans, pie and dinner plates in white ware, grey ware, and Canada ware, are represented in the sale by hundreds and thousands. The "seconds" sales of these lines in Montreal opened on February 1.

Scales and Also Wringers Advanced

SCALES AND WRINGERS.—Advances in price are noted this week in the principal lines of scales on the market. All lines of B. S. & W. scales are now quoted at 20 per cent. off list, representing an advance over previous prices. Wringer lines are also advanced by change of discount to 45 and 5 instead of 50 off as formerly.

Big Advance Made In Lumbering Gear

LUMBERING TOOLS.—An advance is recorded this week in all lines of Pink's lumbering tools, peevies, cant hooks, handles, and all classes of heavy hardware for the lumber trades supplied by this firm. The advance is a huge one, nearly 100 per cent., and is due to the market conditions in iron and steel, also in the manufacture of handles for these tools, for the handles are advanced also. Some lines, which were 30 per cent. off list, are now 22½ off; some are 12½ off, but in general the change is to 15 per cent. off, an advance of 100 per cent.

TORONTO MARKETS

TORONTO, Feb. 2.—One of the most serious problems facing both wholesaler and retailer at the present time is the question of being able to get their goods. The serious phase of the situation is not so much from the inability of the manufacturers to deliver, although that is also a very big consideration. It, however, lies in the fact that there can be no dependability on the deliveries of the railways. Embargoes on certain districts are becoming more frequent. Literally no man knows the time nor the hour nor yet the district when these vexatious occurrences are likely to become operative. Those who are well advised and are desirous of getting their goods for spring and summer trade and which goods are already on order, in many instances, will give their wholesalers free hand to ship their goods as soon as they have them to ship. In this way goods that are sent forward well beforehand will stand some chance of being delivered near the time they are wanted. Some important price changes have taken place during the week and there is a firmness in a number of committees which seems to indicate higher prices in the near future. There have been big advances of 2½c and 3½c respectively. Prices on washing machines have been withdrawn with the intimation that new lists providing for increased prices will become effective in the near future. Grindstones have advanced and certain makes of silverware have made considerable advances. Wringers have been marked up. One of the Canadian makes of oil stoves have increased in price. Woodenware pickle and paint pails have been marked higher. Business continued fairly satisfactory during the week.

Another Make of Coal Oil Stove Goes Up

STOVES.—An increase of 15 per cent. has become effective in the price of Florence coal oil cooking stoves. This advance follows an upward movement in price for another make of Canadian oil heater which was chronicled in these columns recently. The price of oil heaters, however, has not shared in the advance. The demand for gas ranges continues good. There is a shortage of the black sheets from which they are made and there is furthermore a shortage of skilled workmen at the foundries to carry forward the process of manufacture. Manufacturers are unable to fill the orders which have been sent to them for these reasons.

Grindstones Have Advanced 45c Hundred

GRINDSTONES.—An advance of 45c per hundred pounds on the price of grindstones has become effective. For those of 40 pounds and less in weight the new price is $2.45 per hundred pounds as compared with the former price of $2. For those from 40 pounds to 200 pounds the price is $2.15 per hundred pounds as compared with $1.60 formerly. The higher cost of labor and materials that enter into their manufacture is given as the reason for the advance. On the mounted No. 115 the new price is $7, the former price being $3.75. This represents very nearly a one hundred per cent. increase. On the bi-treadle the new price is $6.75 as compared with the former price of $4.25, or an increase of $2.25. This is a little better than a 50 per cent. increase.

New Discounts on Wringers Increase Prices

WRINGERS. — Manufacturers have announced an increase in the price of wringers and the discount has accordingly been changed. The former discount was 50 per cent. while the new discount is 45 and 5 per cent. off list prices. A recent advance was recorded in these lines. But the increasing difficulty of getting raw materials and the labor problem have combined to cause a still greater firmness in the market which has worked out in the form of higher prices.

Washing Machines Due to go Higher

WASHING MACHINES.—Manufacturers of washing machines have during the past week withdrawn their prices and it is expected new lists and discount will be issued in a few days. This action presages higher prices for these articles. An advance was recorded in washing machines within recent date and the new prices follow as a result of the increased firmness in the markets for the raw materials, together with increasing difficulties in the manufacturing and through scarcity of skilled workmen.

Silverware Prices Are Up 10 Per Cent.

SILVERWARE. — Wholesalers have been advised of an increase in price of

approximately 10 per cent. in the "1847 Rogers" line of goods. While silver in the primary market in New York has been holding fairly steady in price for several months past advances in other metals and in labor costs have been big factors in the present increase. Bar silver on December 14 was quoted at 75⅞c per ounce. On January 16 it had declined to 74¼c but since that time there has been a gradual working toward higher levels and it was quoted at 76¾c per ounce on January 31. The normal price of bar silver is around 53c per ounce. It will therefore be seen that present prices of silver are high.

All Cordage Lines Make Big Advances

ROPE, TWINE.—New records for high prices in cordage of all kinds have been established by putting into effect an increase of 2½c per pound on all Manila ropes and a like amount on New Zealand hemp ropes. In sisal rope the increase has been even greater, amounting to 3½c per pound. The new base price on best Manila rope is 29½c per pound while the base price on sisal is 24c. Hemp ropes used on board boats have also recorded big advances, as well as jute ropes and packings. New prices will be found in current quotations. Reference is also made in panel elsewhere to the rope situation. It is expected that prices on binder twine will be issued by the manufacturers in the near future. It is anticipated these prices will create new high levels also.

Wire Products Seem Destined to go Higher

WIRE NAILS.—The price of wire nails held steady during the week and are still quoted at $4.70 base per hundred pound kegs. There is a firmness in the market for these products, however, as there is in all wire products. In speaking of the situation in wire products "The American Metal Market," one of the authorities in this line in the United States, under date of January 30 says: "Demand for wire products has increased somewhat in the past few days and is described by the mills as very satisfactory. Sales are being limited as usual as to time of delivery, the regular rule being to make sales to jobbers for 60 days ahead only. On account of being behind-hand in deliveries the mills have had to make some concessions in this matter, but they are trying to follow the rule rather closely now. For several weeks past a general advance in wire prices has been expected. None are announced to-day and while the expectations continue there is nothing like a definite prediction being made in any quarter." Cut nails are being quoted at the advance recorded last week of $4.50 base.

Galvanized Sheets And Shingles Firm

SHEETS, PLATES.—There is a continued firmness in the market for all sheets and plates. Corrugated sheets in the smaller gauges are very firm in price and it is stated to be reaching such a point with the manufacturers that they will either have to advance the price for gauges Nos. 28 and 26 or stop manufacturing them. High prices at the present time is shutting off consumption and the situation is becoming more acute. Black sheets are in firm market, also galvanized sheets. Prices for these are unchanged and are shown in the current quotations.

Lower Quotations on Bar Iron Moved Upward

IRON AND STEEL.—The lower quotations given on bar iron last week have disappeared and the market now quite generally is quoted at $3.90 base. Some quotations are given as high as $4.10 but it is stated that this is in reality a quality of bar steel although it is being used more extensively where common bar iron was formerly used. Following are the quotations:

	Per 100 Lbs.	
Common bar iron	$ 3 90	$ 4 10
Refined iron	4 15	4 40
Angles, base	4 25	4 35
Horseshoe iron	4 00	4 25
Norway iron	7 50	....
Mild steel	4 00	4 25
Band steel	4 40	....
Mining tool steel	14 00	22 00
Sheet cast steel	23 00	29 00
Spring steel	5 50	....

Old Metals Quoted At Higher Prices

OLD METALS.—There has been quite a general movement upward in the prices being paid for old materials. Tea lead has advanced ¼c per pound, heavy lead pipe is also up ¼c, yellow brass is up ¼c, red brass up ½c and yellow brass ½c up. Heavy zinc is quoted ½c higher and heavy copper ¼c higher. Stove plate has advanced 25c per ton. Rubbers, overshoes, auto tires and bicycle tires hold at last week's prices.

	Per lb.	
Tea lead	$ 0 06	......
Heavy lead pipe	0 08	......
Yellow brass	0 15¾	......
Red brass	0 19½	......
Light brass	0 10½	......
Heavy zinc	0 08	......
Heavy copper	0 23¾	......
Old cast iron, per ton	15 50	$16 00
Stove plate, per ton	11 75	......
Old rubbers, boots and shoes	0 08¾	......
Overshoes, lumbermen's rubber boots	0 06½	......
Auto tires	0 05½	......
Bicycle tires	0 02½	......

Metal Markets Are All Firmer

The elimination of peace talk has had a firming effect on the metal market. There is a firmer undertone throughout, and advances have been registered in tin, lead, antimony and solders. Business locally continues good.

COPPER.—There has been very little copper offered for sale lately, and second-hand metal is off the market. The position of copper continues to be a very strong one, and higher prices appear to be likely. Quotations are nominal, and locally are 36½-37c per pound.

TIN.—The advance in London has been reflected in higher prices here, although New York is unchanged. Tin is now quoted locally at 47½-48½c per pound.

SPELTER.—Spelter supplies are still very scarce. There is a wide range of prices quoted from 13½ to 15c pound.

LEAD.—The market is strong and quotations nominal. The "Trust" is holding the price at 7.50c New York, but the "Independents" are quoting 8c to 8¼c New York. Quotations locally have advanced ½c, and lead is now 10-10½c per pound.

ANTIMONY.—Quotations are higher, but nominal with a strong market, due to improved demand and transportation difficulties. Antimony is now quoted at 20-21c per pound.

ALUMINUM.—The market is dull and easy, with quotations unchanged at 68c per pound.

Acute Pig Iron Situation

The pig iron situation is getting more acute owing to the shortage of coke, which is affecting furnaces both in Canada and the United States. One large Canadian company has let one furnace down, while the other is only operating at about two-thirds capacity. As the furnace which is not in operation was producing foundry iron, there is pravtically no domestic pig iron of this grade to be obtained. The furnace which is in operation is producing basic pig iron for steel-making. Grey iron foundries are also suffering from the shortage of coke, and some plants have been obliged to shut down. It is reported that over twenty furnaces in the Pittsburgh district have shut down owing to the coke situation. Canadian consumers are buying considerable tonnages of pig iron from United States' furnaces. No quotations are obtainable on Canadian pig iron. It is said that only pig iron obtainable at present would bring around $44 or $45 per ton.

Lead and Zinc Products Hold Steady in Market

LEAD AND ZINC PRODUCTS.—The market for lead and zinc products held steady during the week in the face of higher prices in the primary markets for some of the commodities. Pig lead during the week advanced 50c. per hundred

and in the New York market was quoted at $8.25 per hundred pounds. In the face of this condition in the primary markets the prices of lead sheets and all lead products are very firm.

Montreal—		
Lead pipe, lb.	$0 13	....
Lead waste pipe, lb.	0 14	....
Lead traps and bends	Net list	....
Lead wool, lb.	0 12	....
Lead sheets, 3 lbs. sq. ft.	0 12¼	....
Lead sheets, 3½ lbs. sq. ft.	0 12¼	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 12	....
Cut sheets, ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	0 29½	....
Solder, strictly, lb.	0 27	0 28½
Solder, commercial, lb.	0 26	....
Solder, wiping, lb.	0 24½	0 26
Solder, wire, lb.	0 29	0 35
Zinc sheets, per lb.	0 25	....

LONDON MARKETS

LONDON, Ont., Feb. 1.—Prices continue to advance on many lines and a number of important price changes have been recorded during the past week. Further advances are expected in the near future. Many manufacturers of hardware lines are unable to keep up to the demands made upon them. This and the slow railway deliveries is having a tendency to cause a serious shortage of many lines which will be required during the next few months.

All Cordage Lines Make Big Advance

ROPE, TWINE.—New records for high prices in cordage of all kinds have been established by putting into effect this week of an increase of 2½c. per pound on all manila ropes and a like amount on New Zealand hemp rope. In sisal rope the increase has been even greater, amounting to 3½c. per pound. The new base price on best manila rope is now 29½c. per pound, while the base price on sisal is 24c. Hemp ropes used on board boats have also recorded big advances, as well as jute ropes and packings. New prices will be found in current quotations. Reference is also made elsewhere in this issue to the rope situation. It is expected that prices on binder twine will be issued by the manufacturers in the near future. It is anticipated these prices will create new high levels also.

Note.—In last week's issue the wrong table of rope prices was inserted in the London report. This was an error which would be quite obvious to our readers, as the advanced and correct price had appeared in a previous issue.

Scales Advance To 20% Off List

A new discount of 20% is now in effect on Champion scales, instead of 25% as formerly. Net extras for stamping are unchanged.

Sand and Emery Paper, etc., Goes Higher.

New and higher prices have become effective on sand and emery paper and cloth. The advance amounts to about 30%. The new prices are: B & A sand paper, add 20% to list; B & A emery cloth, add 20% to list; Diamond sand paper, add 10% to list.

Blind and Bed Staples Advanced

New and higher prices have been issued on blind and bed staples in 10-lb. boxes as follows, per lb.: Blind staples, ⅜", 15c.; ½", 14¼c.; ⅝", 13¼c.; ¾", 13c.; ⅞", 12½c. Bed staples, ½", 12¼c.; ⅝", 12¼c.; ¾", 11¼c.; ⅞", 11c.; 1", 10½c.

Tinned Spoons and Forks Advance Again.

New and higher prices have been issued on the 900 line of tinned spoons, forks, etc., as follows: —

Per gross: No. 900 tinned teaspoons, $2.75; No. 900 tinned dessert spoons, $5.25; No. 900 tinned tablespoons, $5.50; No. 900 tinned dessert forks, $5.75; No. 900 tinned table forks, $6.

Gimlet Bits, etc., Go Higher.

New and higher prices have been issued on gimlet bits and wood handle gimlets as follows:—

Gimlet Bits, per doz.: 3-32 to 8-32, 70c.; 9-32, 75c.; 10-32, 80c.; 11-32, 80c.; 12-32, 85c.

Wood handle gimlets, assorted, 85c. doz.

Baseball Goods Are All Higher

Practically all lines of baseball supplies have advanced from 10 to 100%. The heaviest advances are on the cheaper lines of mitts and gloves.

Clothes Wringers Up.

Clothes wringers have advanced about 5% and the discount is now 45-5%.

Barn Door Latches Advance.

New and higher prices have been issued on barn door latches as follows: Canadian Whitcomb, $3.50 doz.; American Whitcomb, $4.25 doz.; No. 9 malleable, $2.75 doz.

Moore's Push Pins Up.

Moore's push pins and hangers have been advanced in price. The new wholesale price is $1.05 per dozen packages. The new retail price is 13c. each or 2 for 25c., instead of 10c. as formerly.

Linseed Oil Advances 5c Gal.

The linseed oil market is decidedly firm as outlined in the paint market reports elsewhere in this issue. Locally an advance of 5c. per gallon has gone into effect on linseed oil and present prices are firm as follows:—

	Raw.	Boiled.
	Per Gal.	
1 to 2 barrels	$1.20	$1.23
3 to 5 barrels	1.19	1.22
6 to 9 barrels	1.17	1.20

Turpentine is unchanged at the following prices:—

	Per Imp. Gal.
1 barrel lots	$0.81
2 to 4 barrel lots	0.80
5 gal. lots	0.88

Lead in Oil Firm.

White lead in oil remains firm at $14.50 per 100 lbs. in ton lots, and $14.80 per 100 lbs. in less than ton lots for pure quality. Putty is firm and unchanged at the following prices:—

Per 100 lbs.; Standard 100-lb. drums, $3.55; 25-lb. drums, $3.65; Pure, 100-lb. drums, $4.35; 25-lb. drums, $4.45.

Glass Prices Firm.

There is no change locally in glass prices, but the market is firm. Prices generally quoted are as follows:—

Single diamond, 20%; double diamond, 20%; cut lights, 50-5%.

Wire, Nails, Etc., Unchanged in Price

Wire nails are unchanged but firm at $4.70 base. Cut nails remain at last week's advanced price of $4.50. Prices on fence wire are as follows:—

Per 100 lbs.: Barb, $4.50; No. 9 galvd., $4.25; No. 12 galvd., $4.40; No. 13 galvd., $4.50; No. 9 coil spring, $4.30; No. 10 O. & A., $5.16; No. 11, $5.22; No. 12, $5.30.

WINNIPEG MARKETS

WINNIPEG, Feb. 1.—With the first month of the year drawn to a close, jobbers are able to see just what amount the increased turnover has been against last year's figures, and the results, from all accounts, are very gratifying. During the entire month, business has been extremely brisk and everyone is preparing for an exceptionally heavy month during February. Past years the two heavy months for spring business have been February and March, but whether the result of January will have a modified effect on the next two months is somewhat uncertain as yet, although the general opinion is that the big month's business in January is just the forerunner of even bigger returns than usual for February and March.

Orders now in hand are going to tax the ability of jobbers to handle as promptly as in former years, when good help was always available, and there was little difficulty in securing merchandise when wanted. Stocks at the present juncture are fairly complete, and it would seem that the man whose order is in

hand for shipment at once stands the best chance of having goods for his customers when they want them. Jobbers advise that they are experiencing greater difficulty than ever in securing stocks, and another few months of war will see conditions rather acute..

This dearth of merchandise which threatens is being brought out more with regard to stoves, ranges and heaters than many other lines. Manufacturing conditions in the East are in an unusual state of uncertainty, and manufacturers in many cases are refusing to consider orders for heating stoves for next fall and winter unless specifications are in hand not later than March 1st. Prices, of course, will be higher, but in view of the scarcity of labor, with the resulting curtailed output, this is not such an important feature, as anticipating one's requirements for next fall and winter now.

Many Price Changes Take Place

The price changes for the week are again numerous, and include various lines of sporting goods. A further revision is noticeable in metallic ammunition, rifles, baseball and tennis sundries, etc.—the advances on the last two lines ranging from 25 per cent. to 50 per cent. In view of the situation in regard to leather, one can almost see that these advances were to be expected for baseball gloves and mitts. Most certainly those participating in this sport this coming year will pay higher prices than they ever expected. The days when boys could obtain a glove or mitt for 25c are past, and even 50c will not buy any kind of a glove or mitt this coming year.

Other lines affected during the week are Canada and tinplate, galvanized iron, putty, white lead, wood alcohol, shellac, horse shoes, cut nails, etc., as per memos attached below. The tendency in all these lines is ever upward, and new high water levels are being established each day for certain lines of goods.

The trade will note that many of the changes are practically repetitions of what has occurred in the East during the past few weeks, and which were recorded in the Eastern Canada market report of HARDWARE AND METAL.

Advances on Canada, Galvd. and Tin Plate

Canada plate and tinplate have advanced one dollar per box, and are now quoted at the advanced prices shown in the current market quotations. Galvanized iron has advanced 35c per 100 lbs., and new prices are shown in the current market quotations.

Many Paint Products Go To Higher Levels

Putty Prices Advanced

New prices just issued on putty, representing advances in each style of packing, are as follows:—Putty (per 100 lbs.)—100-lb. drums, $4; 50-lb. drums, $4.15; 25-lb. drums, $4.30; 12½-lb. tins, $4.50; 5-lb. tins, $4.60; 1½-lb. tins, 7½c each.

White Lead up

The latest change in white lead does not represent much of an increase over former quotations, but will exhibit the general trend toward higher prices. The new quotations are as follows:—Decorators' pure (per 100 lbs.)—Ton lots, $15.40; less, $16.05. Decorators' special—Ton lots, $14.40; less, $15.05.

Wood Alcohol Higher

Further revisions in the price of wood alcohol reveal these quotations as best available to-day:—5 gals., $1.62 gal.; 1 gallon, $1.85; cans included.

Shellac Goes Higher

Along with the many specialties and staples of the paint trade, shellac has come in for another revision, and changes going into effect to-day represent new levels for this line. Quotations to-day are on this basis:

Orange Shellac—		Gal.
1 gal.		$3 25
½ gal.		3 45
¼ gal.		3 85
⅛ gal.		4 05
1-16 gal.		4 45
Midgets	doz.	1 50
White Shellac—		Gal.
1 gal.		$3 50
½ gal.		3 70
¼ gal.		4 10
⅛ gal.		4 30
1-16 gal.		4 70
Midgets	doz.	1 65

Linseed Oil High in Price

During the past two or three weeks no further action is noticeable in the prices obtaining on linseed oil and turpentine. The grain markets vary considerably in a week's trading, but the basis at the end of the week shows no appreciable difference, with the result that prices of the manufactured article remain about the same.

Quotations now prevailing are as follows:—Linseed Oil—Raw, $1.35 per gal. bbl. lots; boiled, $1.38 per gal. bbl. lots. Turpentine, 85c per gal. bbl. lots; 88c per gal. half-bbl. lots; 90c 5-gal. and 1 gal. lots.

Cut and Horse Nails Go Higher

The advance in cut nails this week does not come as a great surprise. It has been predicted in these reports on several occasions. In sympathy with the recent advance on wire nails to over $5. it was expected that cut nails would follow suit, and to-day's price is the same as for wire nails—namely, $5.10 per keg base, Winnipeg.

Horse Shoes Go Up

Horse shoes have also followed the procession upwards, and quotations to-day are 50c per keg higher than those formerly ruling. This brings to-day's prices to the following figures:—Common Iron (per 100 lbs.)—0 and 1, $5.90; 2 and larger, $5.65. Steel—2 and larger, $6.10.

Revision of Prices On Rubber Hose

A revision in the price of garden, tank and injector hose shows the following quotations now being made:—Garden hose, ½ in., $7.50 per 100 ft.; ¾ in., $10; trade, 1 x 3-ply, $12; corrugater, ½ in., $13; ¾ in., $17. Tank pump hose wire, lined and canvas covered, 45c per foot; hard rubber injector hose, 1 x 3-ply, 24c per foot; wire lined injector hose 1 x 3-ply, 15c per foot; gasoline hose, 1 x 4-ply, 49½c per foot.

Bicycle Tires Advance In Price

Another item of rubber goods, classed under the sporting goods line, to come in for revision is bicycle tires. New prices have been issued as follows:—Bicycle Tires—Dunlop Special, $2.50 each; New Imperial, $1.90 each. Inner tubes—Dunlop Special, $1.15; New Imperial, 90c. Bicycle Tires—Blue Streak, $2.30 each. Inner Tubes—Blue Streak, 95c.

Glass, Ammunition and Hooks Advance

Grab and Slide Hooks Up

Other lines to change during the week are grab hooks and slide hooks. New prices are:—Grab hooks—5/16, $1.20 doz.; ⅜, $1.45 doz.; 7/16 and ½, $2.90 doz. Slide hooks—5/16, $1.35 doz.; ⅜, $1.55 doz.; 7/16 and ½, $3.

Glass Goes Higher

Latest advices just received indicate an advance in the price of window glass. The quotations now being made are as follows, and were predicted in HARDWARE AND METAL a short time ago:

0-25, $8 single, $11.75 double; 26-40, $9 single, $13.75 double; 41-50, $11.50 single, $15.25 double; 51-60, $12 single, $16 double; 61-70, $13 single, $17.25 double; 71-80, $18.50 double; 81-85, $21.50 double; 86-90, $22.50 double; 91-95, $23.75 double; 96-100, $27 double.

Ammunition Prices Revised

The revisions mentioned in ammunition will be shown by quotations mentioned below on 22 metallics. This line is familiar to the trade, and the general tendency may be gathered from prices shown:

RIM FIRE—"Smokeless."	—Per M—		
	Dominion	U.M.C.	Winch
BB. Caps, round	$2 80	$3 06	$3 06
22 Short, greaseless	4 00	4 00	4 69
22 Long, greaseless	5 60	5 60	6 55
22 Long rifle, greaseless	6 30	6 30	7 65
22 Short, hollow point	4 30	4 30	5 03
22 Long, hollow point	6 00	6 00	7 00
RIM FIRE—"Black" or "Lesmok."			
22 Short	$3 60	$3 60	$4 35
22 Long	4 32	4 32	5 25
22 Long rifle	5 04	5 04	6 10

Bridgeford, Sask. — Saskatchewan Hardware & Harness Co., has sold the Bridgeford branch to O. J. Cooley.

Our Guarantee

This BRUSH is made of the best 100% pure bristles, under our patent STEEL-GRIP process, which makes it absolutely secure If found defective in any way after proper use, it will be replaced without charge.

100% Pure Bristles

The Boeckh Bros Company Ltd

Steel Grip **Rubber Set**

"The Bristles Can't Come Out"

The combination of Steel Grip and Rubber Set in Boeckh's Brushes gives a marvellous grip so that each individua brlstle is held fast and firmly by thoroughly hardened best quality rubber, reinforced and protected by the famous

STEEL GRIP

Compressed Steel Ferrules, which give much longer life to Boeckh's Painters' Brushes.

Boeckh's Brushes have advantages and wearing qualities that your customers will be quick to appreciate.

The Boeckh Brothers Co., Limited

Toronto, Canada

MOORE'S

House Colors

Moore value means more customers.

The high quality and reasonable price of these pure linseed oil paints are bringing big business to Moore Agents.

Moore's House Colors pay an extra large profit.

Summing up, you get more customers and more profit by being our agent.

Look into our proposition now.

Write for full details.

Benjamin Moore & Co., Limited
WEST TORONTO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 1.—Linseed oil is still the excited element on the markets, and its influence is felt by other materials to some extent. Some of the oils used in varnish making are firmer than they have been in previous times; shellac is scarce, and the general tone of paint markets is towards greater firmness on account of the combination of circumstances affecting raw materials. Glass and putty are in steadily firm market, the situation as regards the manufacture of glass being very difficult owing to cost of fuel both oil and coal. Wholesale merchants claim they are at present selling glass rather below cost, while putty owing to cost of raw materials especially oil is in very strong market though at unchanged prices.

Linseed Oil in Very Troublous Market

LINSEED OIL.—Intensification of the situation recorded last week as regards linseed oil is the story of the market this week. There is tremendous difficulty still as regards transportation. Flax seed has not gone very much higher during the week than $2.63 which is high enough in most opinions, but it is not the price of flaxseed which is affecting the situation this week. The question is how to get flax seed in sufficient quantities into Montreal for crushing. Railway embargoes operating most relentlessly form a barrier which is only lifted for long enough to let small consignments through, and the principal crushers in Montreal have come to the stage of conserving their supplies of the oil carefully. No orders are being booked for future delivery, and no very large orders are accepted for immediate delivery out of stocks, for the stocks are to some extent held against earlier orders taken at the time for future delivery and which are now falling about due. Crushers are in the main optimistic, feeling that there is enough flax seed available in the North West to meet Canadian requirements, and that the worst trouble is transportation trouble. For the present though a world shortage of flax seed does exist, and the outlook is for firmness right on into the fall. For the month of February (usually the worst month as regards transportation, little material improvement is anticipated in railway difficulties, but after that matters should be more smooth running in opinion of experienced men. Paint manufacturers are not quoting linseed oil to the retail trade at all this week, preferring to conserve their own supplies, and buy in more if possible. Some firms have succeeded in securing fairly large supplies due to fortunate or well-advised action earlier, some are less comfortably situated and prices are still as last week nominal with the accent on quotations even higher than those given. As one merchant remarked "The retailer able to get linseed oil at $1.20 per gallon to-day is getting a snap."

Linseed oil.	Raw	Boiled.
1 to 4 barrels	$1.22	$1.25
5 to 9 barrels	1.21	1.24
10 to 25 barrels	1.20	1.23

In the hardware business small orders of linseed oil are being quoted for at the one barrel price as above. It is doubtful if any firms are willing to entertain orders for the larger quantities except to valued customers and as special business.

Turpentine Firmer But Not Disturbed

TURPENTINE.—Turpentine was a shade firmer in primary market for the present week, quotations from wholesale to retail show some advance. The market was rather uneventful, however, all the excitement being concentrated on linseed oil. Turpentine has nevertheless been showing some tendencies allied to those of linseed oil at least as regards Montreal conditions. News from Savanah was rather towards steadying the market, though from there also came some hints inclining towards firmness for the future. Transactions however, have not been numerous, and prices show no startling fluctuations.

Turpentine	Per Imp.Gal.
1 barrel lots	79-82c
2 to 4 barels	78-81c
5 to 10 barrels	77-80c

White Lead in Oil Firm and to Firmer

WHITE LEAD IN OIL.—With pig lead at $8.50 Montreal (in bond) per hundred pounds, and linseed oil so exceedingly seriously placed as regards supplies, there is some reason for anxiety in the minds of paint manufacturers as to white lead in oil. Recently orders were being booked for supplies up to April first at prices as then quoted which have not so far been altered, but there has been a marked difference in regard to the cost of the metal and of the oil since those prices were announced. Yet the paint manufacturers are restraining the tendency to advance prices in spite of growing feeling that the cost of metal and oil justify an advance. There is also the trouble of transportation in securing supplies of raw material, the metal from America, as well as the oil locally, and the fact that prices are still quoted as last week $14.30 per 100 lbs. for lots of 1 ton or over, and 30 cents per hundred more for lots of less than a ton, is interesting at this time.

Mixed Paints Keeping on the Firm Trend

MIXED PAINTS.—Raw materials keep on climbing in the markets, transportation affected badly by embargoes is delayed, and metal consignments (lead, zinc, etc.) from the United States come forward very slowly, or are held up altogether. There is a firmness of tone regarding mixed paints generally. Manufacturers are maintaining production, and prices so far are unchanged but some manufacturers are beginning again to figure that their business is earning in small proportion as compared to normal times. The question of the point of view of the merchant and consumer has of course considerable weight in moulding opinion as regards paint prices at this time, and there does not seem to be any likelihood of any stampede towards an advance even should the metals and the oils go on getting more costly. Hopes are still entertained that there may be easier conditions ahead, but the difficulty of maintaining the standards of quality without vastly increasing expense of production is undoubtedly felt with growing concern.

Varnishes Finding Materials Costlier

VARNISHES.—With the shortage in shellac keeping the market still very firm, and the price of spirit steadily advancing, and the oils used in varnish making also greatly advanced in price as compared with previous times, the varn-

Is Yours the Busy Store in Painting Time?

Some one merchant gets the bulk of the paint business in every town. Are ***you*** the up-to-date dealer in ***your*** vicinity who is reaping steady profits that go up with a bound whenever there is increased painting activity?

If you are one of our agents, whose enthusiastic co-operation enables us to say, truthfully, that

More B-H Paint is Sold Each Year

there is no doubt about your store being the Mecca of Paint buyers all the year round.

B-H English Paint as sold and used to-day is the result of nearly two hundred years consistent endeavour to make the best paint that science and human skill could manufacture. Is it any wonder that it is so widely known, so universally used as to be the leading paint in each community?

If we are not represented in your town, you may secure our agency if a progressive dealer. Write us for our proposition.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

ishes are finding an increasingly firm market. Fish oil used in the composition of varnish to stand heat is at $1.18 a gallon. China wood oil another important ingredient of varnish is costing $1.80 per gallon now to the manufacturer, and the problem of varnish prices is right in line with all present day price problems, the question of how can legitimately advanced prices to the consumer be reconciled with demand. So far varnish prices are unchanged, but there is some unrest in this direction due to advances in raw materials.

Glass and Putty Situation Strong

GLASS AND PUTTY.—There is continued firmness in the market for glass, and in fact increases in price may well be expected. The latest reports from manufacturing centres announce great difficulties due to cost of fuel of various kinds but principally oil, and coal. Where natural gas is used, the trouble is a little less pronounced. Putty keeps in the same market condition as prevailed last week with the addition of extra firmness due to linseed oil prices. Whiting is also still scarcer, and importation more difficult. Putty in five ton lots in bulk in barrels is at $2.90 per 100 pounds; in iron drums $3.35 per 100 pounds, and in bladders in barrels $3.60 per 100 pounds.

TORONTO

TORONTO, Feb. 2.—The linseed oil situation continues to be the engrossing one in paint circles. Crushers are unable to get their seed forward from the North-West as the railways have placed an embargo on moving this commodity. Turpentine is in slightly easier market due to a decline of approximately 1c. per gallon in the primary market during the week. White lead in oil is in very firm market due to the pig lead situation, where a considerable advance has taken place during the week. Shellac is in very firm market, some concerns quoting up to $3 for pure white and $2.75 for pure orange. Indications point to still higher levels for this commodity. Glass is in a somewhat inactive market. There has been no general movement as yet to increase the prices. There are rumors of another advance likely to take place in the United States. In the meantime stocks in local dealers' hands are operating to keep prices steady. Wooden containers for paint and shellac have advanced approximately 15 per cent. Some jobbers report forward booking somewhat disappointing, while others again state that bookings for future deliveries have been good.

Linseed Oil Inclines To Still Higher Prices

LINSEED OIL.—The situation in linseed oil continues to be an increasingly interesting one. With crushers unable to get supplies of seed from the Canadian North-West because of the embargoes placed on this commodity by the railways a shortage of oil is developing in some quarters. The usual amount of crushing to take care of the needs of the trade is not being done. Most concerns are looking after the interests of their customers only. Prices during the week held fairly steady, although in certain quarters there was a disposition to quote higher by 5c. per gallon over the prices quoted last week. The range of prices quite generally is now from $1.20 to $1.25 per gallon in one to two barrel lots. The price of flaxseed held quite steady during the week. On Thursday of last week the closing price for the cash article was $2.63¾ per bushel, and at the close of the market on Wednesday of this week was quoted at $2.62¼. In the May option for seed the prices were higher, ranging from $2.71¾ on Thursday of last week to $2.70 on Wednesday of this week. The forward option has been ranging uniformly high for several weeks past. From all reports there will be a shortage in the world's flaxseed and this is putting a firmness in the market. Following are the quotations:—

	Raw, gallon	Boiled, gallon
1 to 2 barrels	$1.20—$1.25	$1.23—$1.28
3 to 5 barrels	1.19— 1.24	1.22— 1.27
6 to 9 barrels	1.18— 1.23	1.21— 1.26

Gasoline Very Firm: Fuel Oil Has Advanced

GASOLINE, OILS.—The price of gasoline is holding in very firm market. Crude oil in the Mid-Continent field is still quoted at $1.70 per barrel. The demand for gasoline during the past winter has been so heavy locally that refiners have been unable to accumulate their usual stocks as a reserve against the heavy demand in spring and summer. Persent indications point to higher gasoline than has yet been known during the coming summer. Locally it is quoted at 28½c and 29c. Fuel oil has advanced ¾c. per gallon and in barrels is now quoted at 12c. and in tank cars at 11c. With the congested freight shipments refiners are finding that they are unable to get their deliveries to their customers. This is seriously affecting the munition plants, who are depending on this source of fuel for power. The coal situation is a serious one and deliveries are being made no better on fuel oil than on coal. Refiners who have large monthly contracts are in some instances unable to get any more than half their deliveries made. This is hampering the business of these concerns as well as being a serious problem for the munition factories who are depending on this source for their fuel.

Turpentine Easier In Primary Market

TURPENTINE.—Throughout the week under review turpentine has been from 1c. to 1¼c. per gallon lower in the primary market than it was quoted at last week. Locally, however, prices have remained unchanged as the difference is not sufficient as yet to warrant a change. Production of new stocks is expected to start in the Southern United States about the first of next month and this should have a tendency to make prices easier. For the most part the demand is reported light, except from manufacturers who are using considerable quantities. The lower quotations of last week have been moved up nearer the higher quotations.

1-barrel lots	$0 77—$0 81
2 to 5 barrels	0 76— 0 80
6 to 9 barrels	0 75— 0 79
5-gallon	0 82— 0 88

White Lead in Oil In Very Firm Market

WHITE LEAD IN OIL.—With an advance of 50c. per hundred in the price of pig lead in the primary market a firmness has been instilled into the price of white lead in oil. Furthermore linseed oil is in increasing firm market with higher prices quoted owing to the difficulty of getting seed forward from the Canadian North-West. Pig lead in the New York market is now quoted at $8.25 per hundred as compared with $7.75 a little over a week ago. As yet the price of white lead has not advanced, but it is anticipated that it will go higher if the present condition continues in the primary markets. Locally it is quoted at $14.80 per hundred in small lots and $14.50 per hundred pounds in ton lots.

Putty and Glue Are Inclining Higher

PUTTY, GLUE.—With the firmness in the linseed oil market and the difficulty in getting supplies of whiting there are indications that the price of putty may go higher. There are those who confidently believe that the situation points in that direction. Glue is also in firm market with quotations for available stock in English common sheet glue ranging up to 29c. per pound. Bone cake glue has also been moved up to 29c. per pound in certain quarters. Supplies are becoming still scarcer and the situation is growing more acute each week.

Wooden Paint and Shellac Containers Up

CONTAINERS. — Manufacturers of wooden shellac and paint pails have advanced the price of these containers approximately 15 per cent. during the past week. The 5-gallon size that formerly sold for 47c. each is now quoted at 55c. There has been an increased demand for these containers owing to the high prices asked for metal containers. Woodenware manufacturers have instructed their representatives to accept no forward contracts on woodenware. The cost of the raw material and the higher labor cost have made the market firm.

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

The Berry Wagon
is as popular as ever.

You should always have one in your show window, it is a never failing source of attraction. No more striking advertisement was ever devised for the dealer, and you can use it in many profitable ways to influence business. The wagons cost you nothing when ordering our Architectural Finishes.

All Berry Brothers' products are staple of the varnish supply trade and our label is accepted without question as a mark of quality.

Berry Brothers' line is a sure basis for a growing varnish trade.

Our price list and dealers' proposition will interest you. Write for them.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
ESTABLISHED 1858
WALKERVILLE ONTARIO
(453)

If interested, tear out this p and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.25; 22 long smokeless, $7.50; 22 long rifle smokeless, $8.75 per M.

Sporting Cartridges — Centre Fire Smokeless—303 Winchester, $32.75 per M.; 303 Savage, $32.75; 303 British, $95; 32 Winchester special, $32.75; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½. 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton. London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12 00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz......	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.........		10 00
No. 3, doz.........		10 80
No. 4, doz.........		11 60
No. 5, doz.........		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.35-$1.45
Cut Lace Leather, lb..$1.50-$1.60

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.......	5 50
3 sections, 5 ft., doz........	6 80
3 sections, 6 ft., doz........	8 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in.......	7 00
No. 2—18 in.x28 in.......	7 60
No. 3—20 in.x30 in.......	8 00

BOARDS (Ironing)

Size 12x60 ins., doz........	8 00
Size 14x60 ins..............	9 00
Folding, 14x58 ins., doz...	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King ...	....	4 25
Diam'd King (Glass)		4 50
Western King (Enamel)..		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814..........	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—⅛ in., $14.70 per 100 lbs.; 3-16 in., $10.20; ¼ in., $7.80; 5-16 in., $6.90; ⅜ in., $6; 7-16 in., $7.65; ½ in., $7.45; ⅝ in., $7.25; ¾ in., $7.15; ⅞ in., $7; 1 in., $6.85.

B.B.B. chain is priced as follows: ¼ in., $13; 5-16 in., $11.10; ⅜ in., $10.30; 7-16 in., $10.05; ½ in., $9.85; ⅝ in., $9.65; ¾ in., $9.50; ⅞ in., $9.35; 1 in., $9.20.

Fire Welded—7-16 in., $6; ½ in., $6; ⅝ in., $6; ¾ in., $6.

B.B.B. Crane Chain—¼ in., $9 per 100 lbs.; 5-16 in., $8; ⅜ in., $7.20; 7-16 in., $7.20; ½ in., $7.20; ⅝ in., $7.20; ¾ in., $7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $12; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS, FOOD

Universal, No. 0.......	$14.40 doz.
1.......	17.40 doz.
2.......	20.40 doz.
3.......	25.80 doz.

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths..	$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths...	5.15
19, 6-strand, 100-ft. lengths..	4.35
19, 6-strand, 50-ft. lengths..	4.60

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars. ½ to 2 in.....	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	53 50	53 50
Copper sheet, tinned, 14x60. 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets. 6x4 base	52 50	52 00

COMBS

Curry combs, list, plus 10%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

Galvanized

	Apollo	Crown	Gorbals
18x24x52 .	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$22 00
IX, 20x28 base	26 00
IXX, 20x28 base	30 00
IXXX, 20x28 base	34 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	9 00
IX, 20x28 base, 56 sheets..	10 00
IXX, 20x28 base, 56 sheets	12 00
IXXX, 20x28 base, 56 sheets	14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $15.50; 216 lbs., $16.50.

COKES, BRIGHT

Bessemer Steel—

14x20 I.C. base	8 75
20x28 I.C., double box.....	17 50

CLOCKS

Big Ben 2 40

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

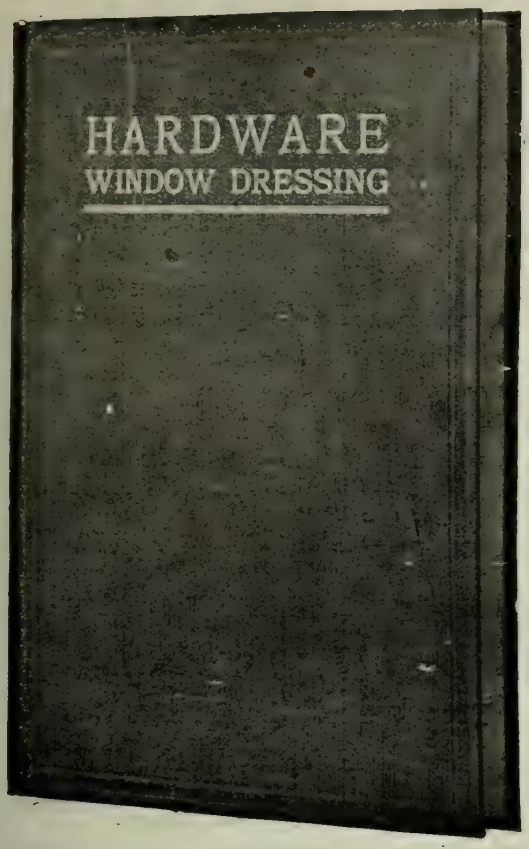
See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle....	60
Disston Brand	60
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

CLASSIFIED LIST OF ADVERTISEMENTS (Concluded from Page 96.)

Varnishes; See Paints
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg

Ventilators
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

Vulcanizing Rubber
Adamson Mfg. Co., Hamilton.

Wall Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wallboard
Belyea, Walter, Winnipeg, Can.
Bird & Son, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd., Hamilton.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Wagon Jacks
D. Ackland & Son.
Richards-Wilcox Canadian Co., London, Ont.

Washers
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Waste Baskets
The Dennis Wire & Iron Works, London, Ont.

Washers, Iron
J. E. Beauchamp & Co., Montreal.
Wrought Washer Mfg. Co., Milwaukee.

Water Bowls for Animals
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Whips
Samuel Trees & Co., Ltd., Toronto.

Whisks
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

Whistles, Steam
T. McAvity & Sons, St. John, N.B.

White Lead
Brandram-Henderson Co., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Sherwin Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Steel & Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Products
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
G. F. Stephens & Co., Winnipeg.

Woodenware
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing
Banwell Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Hamilton.
McGregor-Banwell Fence Co., Ltd.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs.	2 45
Mounted No. 115, each	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $18; 9-16 in., $27.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	7 30
Atlas, No. 2	8 50
Stearns, 4 in.	6 00
Stearns, 5 in.	8 40
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
Storm King and safety hanegrs, doz.	7 00
Steel track, 1¼ in.	6 75

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 35
Perfection No. 130, N.P., ea.	3 75
Perfection No. 125, Jap., ea.	3 25

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 00
Over 14 in., per 100 lbs.	6 50
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.90; No. 1 and smaller, $5.15; show pattern, No. 2 and larger, $5.15; No. 1 and smaller, $5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $5.35; No. 1 and smaller, $5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.75; special countersunk steel, all sizes, 0-4, $7.25; toe weight steel shoes, all sizes, No. 1 to 4, $7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.		
Refined iron, per 100 lbs.		
Angles ....base		
Horseshoe iron, per 100 lbs.		
Norway iron		
Mild steel		
Band steel		
Sleigh shoe steel		
Tire steel		
Toe calk steel		
Mining tool steel, per lb.		
Cammell Laird, lb.		
Sheet cast steel, lb.		
Black Diamond too steel, per lb.		
Silver tool steel, lb		
Spring steel		

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 15
Mrs. Potts, No. 50, nickel-plated, per set	1 30
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	19c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.		8 50
Jumbo, doz.		10 00
Jap'd Dash, doz.		11 25
Search Dash, doz.		11 75
Searchlight, No. 20, doz.		19 50
All brass		24 75
Little Bobs	1 75	2 35
Copper, well japanned, doz.		14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast	....	0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	3 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LEAD

	Mont'l	Tor'to
Pig, see weekly report.	Lb.	
Lead wool	0 13	0 12
Sheets, 3 lbs. sq. ft.	0 13¾	0 12¼
Sheets, 3½ lbs. sq. ft.	0 13¾	0 12¼
Sheets, 4-6 lbs. sq. ft.	0 13½	0 12

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	
Dowswell	
Noiseless	
Hamilton	
Re-Acting	
Snowball	
Momentum	
New Century, style A	
New Century, style B	
Playtime, engine drive	
Ideal Power	
Seafoam, electric	
Seafoam, engine drive	
New Idea, electric	
Sunshine	
Popular, No. 1	
Economic	
Champion	
New Excell-All	
Blue Bell, without stand	
Puritan Water Motor Waser, complete	
Hydro, One Tub, engine drive	
Low pressure water motor washer, each	
Connor ball-bearing, with rack	
I X L	
Gem	
Winner	
Connor Improved	
Jubilee	
Canada First	

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	
B.T. Bonnie, style B	
B.T, Ideal	
B.T. Ideal Power	
B.T. Ideal Water Motor	
B.T. Cyclone	
B.T. Cyclone Water Motor	
B.T. Vollmar, No. 2	
B.T. Vollmar, No. 3	
Forest City, engine-driven	
Forest City, electric	

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails — Montreal, $4.50 base; Toronto, $4.50 base; London, $4.50.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

How we Direct Customers to Sherwin-Williams Agents

When we ship an order to one of our agents our interest does not end there—it really has only begun

Re-orders will not come in as long as stock remains on the agent's shelves, therefore, our interest demands that we put forth every effort to direct customers to the stores of S-W Agents.

Agents' Co-operation Necessary

Our promotion to increase your profits is aimed direct at your customers through personal letters, and is bound to create sales, but we must have the names and addresses of the customers whom you desire to have this sales boosting promotion.

If you haven't sent us your list of names for these personal letters, please do so at once that you may not lose an opportunity to sell a good bill of paints and finishes to those customers who are going to paint this spring.

The additional business will more than pay for your time and trouble. Do it to-day,

If your are not an S-W Agent, ask us for full particulars of the proposition that is backed up by the world's best known paint trade-mark.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
MANUFACTURERS OF INSECTICIDES
Offices and Warehouses:
Montreal, Toronto, Winnipeg, Calgary, Vancouver
Halifax, N. S., London, Eng.
Head Office, Montreal

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

C Brand.

C Brand. Size.	Per box of 25 lbs.
No. 3	$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	3 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, $7.70.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch	$1.80	48 inch	$ 6.20
18 inch	2.65	60 inch	7.70
24 inch	3.40	72 inch	9.20
30 inch	4.00	84 inch	10.50
36 inch	4.75	96 inch	12.00
42 inch	5.50		

1½ inch mesh and 19 ga. wire.

12 inch	$3.50	42 inch	$10.50
18 inch	5.00	48 inch	12.00
24 inch	6.30	60 inch	15.00
30 inch	7.75	72 inch	18.00
36 inch	9.00		

1 inch mesh and 20 ga. wire.

12 inch	$ 4.00	42 inch	$12.00
18 inch	5.50	48 inch	14 00
24 inch	7.00	60 inch	17.00
30 inch	8.50	72 inch	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch	$10.50	36 inch	$15.00
30 inch	12.75		

(½ inch mesh and 22 ga. wire)

24 inch	$16.50	36 inch	$24.00
30 inch	20.10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting, 30, 10% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	$20.75-$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	18 00
U.S. Navy (English)	16 50
Plumbers (spun)	$8.00-$8.50

OIL

	Montreal	Toronto
Can. prime white petrol	0 13	0 12
Royalite	0 13	0 12
Palacine	0 16	0 15
Lampoline	0 14	0 13
Electroline	0 17	0 16
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12
Black Oil (Winter)	0 12½	0 12½
Cylinder Green	0 35	0 36½
Paraffine	0 24	0 19½
XXX Machine	0 25½	0 22
Fuel oil, bbls.	0 13	0 12
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

Tea lead, 6c lb.

Lead, heavy, pipe, etc., 8c.

Brass, yellow, 15¾c; red, 19½c.

Brass, light, 10½c lb.

Zinc, heavy, 8c lb.

Copper, heavy, 23¾c lb.

Old cast iron, $15.50-$16 per ton.

Stove plate, $11.75 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 8¾c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 5½c. bicycle tires, 2½c.

PACKING Per lb.

Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 70
Tarred Felt, per 100 lbs.	2 85
Asbestos Sheeting, (per 100 lbs.)	$10.00-$12.00
Carpet Felt, 16 oz., per 100.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black Per 100 feet	Galvanized
⅛ in.	$ 4 25	$ 5 75
¼ in.	3 54	5 67
⅜ in.	3 54	5 67
½ in.	4 59	6 16
¾ in.	5 64	7 76
1 in.	8 33	11 48
1¼ in.	11 27	15 53
1½ in.	13 48	18 56
2 in.	18 13	24 98
2½ in.	28 67	39 49
3 in.	37 49	51 64
3½ in.	46 92	63 94
4 in.	55 59	75 76
Lapweld—		
2 in.	21 09	27 57
2½ in.	31 59	41 83
3 in.	41 31	54 70
3½ in.	51 52	68 54
4 in.	61 04	81 21
4½ in.	71 12	94 62
5 in.	82 88	110 30
6 in.	107 50	143 00
7 in.	142 80	186 80
8 in. L	150 00	196 30
8 in.	172 80	226 10
9 in.	207 00	270 80
10 in. L	192 00	251 20
10 in.	247 20	323 40

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 55%.

4" and under, running thread, 40%.

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 35% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	% 55	% 55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

PUMPS

Cistern Pumps	30%
Set Lengths	35%
Brass Lined Cylinders	30%
Brass Body Cylinders	25%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	$4.50-$5

Roofing Pitch, 85c per 100 lbs.

F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis lb.	29½
British Manila basis	25
New Zealand hemp basis	25
Sisal basis	24

Above quotations are basis prices ⅝ and larger diameter. **The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.**

Single lath yarn basis	24	
Double lath yarn	24½	
Yacht marline, tarred	50	
White polished halyards	28	
Hemp, deep sea line basis	40	
Hemp, tarred ratline basis	36	
Hemp, tarred bolt rope basis	38	
Marline and Houseline	38	
Jute rope basis	16-17½	
Italian rope basis	40	
Cotton, ⅛ lb.	0 42	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 20%. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	..
Hexagon cap	..

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	9 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	6 00
12 gauge	6 00	6 00
14 gauge	5 40	5 40
16 gauge	5 60	5 60
18-20 gauge	5 55	5 55
22-24 gauge	5 60	5 60
26 gauge	5 60	5 65
28 gauge	5 75	5 75

SHEETS, CORRUGATED

Per 100 sq. feet.

	Per 100 sq. ft. Galvanized
28 ga.	$ 6 00
26 ga.	6 50
24 ga.	10 00
22 ga.	12 00
20 ga.	14 00
18 ga.	18 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$ 8 30
U.S. 28	8 00
U.S. 26	7 70
22 and 24	7 55
18 and 20	7 40
14 and 16	7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 35
16 gauge	7 40	6 45
18-20 gauge	7 60	6 60
22-24 gauge	7 80	6 75
26 gauge	8 00	6 90
28 gauge	8 40	7 20
10¾ ozs.	8 85	7 50

Add 15c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 30	8 00	8 05
22-24	8 50	8 20	8 25
26	8 75	8 50	8 65
28	9 00	8 75	8 95

Less 25c in case lots.

SHINGLES Per square

Standard galvanized $6 75

Shipping weight, 90 lbs.

Standard painted 5 00

Shipping weight, 80 lbs.

Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES List

Boys' Hockey, polished	1 25
Scotia	3 25
Dreadnought	3 50
MicMac	5 00
Velox	6 50
Regal, 189	6 00

Discount 30%.

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

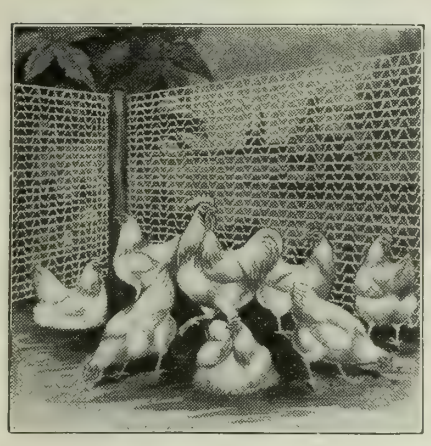
SOLDERING COPPERS

Base, per lb., 61c cents.

We Again Draw Your Attention to the Merits of U.S. Poultry Netting

Base Board and Top Rail Unnecessary

Our U.S. Poultry Fence is so stiff and strong and stretches so straight and true that the use of top rail, base board and so many posts are unnecessary. Furthermore, where top rail is used chickens can see something to fly to, therefore, the fence must necessarily be higher. If no top rail is used it is not necessary to have the fence so high.



General Appearance

U.S. Poultry Fence costs about the same in the roll as the old style netting, but considering the cost erected and the extra life by reason of its superior quality, there is no comparison.

If you would have a poultry yard of which you can be justly proud, you should build it of U.S. Fence, which is strong and satisfactory in every way, which stretches up straight, even and nice without buckling, bagging or sagging.

If your orders are not placed for

Black Screen Cloth
Galvanized Screen Cloth
Screen Door and Windows
Lawn Mowers and Grass Shears
Garden and Harvest Tools
Rope, etc., etc., etc.

It would be wise to order now while stocks are complete.

Exclusive Selling Agents for "U.S." Poultry Netting in Ontario, Quebec, Nova Scotia and New Brunswick.

Rice Lewis & Son, Ltd.
19 Victoria St., Phone Main 4040, Toronto

Caverhill, Learmont & Co.
Montreal

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30 and 5%	....	20 and 10%
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	30 and 2½%	30 and 2½%	30 and 2½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	30 and 2½%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES — Per cwt.

Fence staples, bright, kegs 4 85
Fence staples, galv., in kegs 5 70
Fence hooks, galv..... 5 70

In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET — Bissell's

Boudoir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea... 7 25
Ontario, 2-passenger, ea... 6 25
Baby, ea. 4 00

TACKS — Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe Findings List adopted Aug. 10, 1916—New list under advisement.
List of Capped Goods adopted Jan. 1, 1916....70-10%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson, 20 and 10%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 35%.

TRAPS (GAME) — %

Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) — Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS

No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES — %

Ground work 45-47
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath Cocks
Standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam Cocks
Standard 53
High grade 50
Radiator valves, standard... 20
High grade 30
Patent quick opening valves 60

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS, Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz... 41 75
Garden, steel wheel, doz... 53 00
Light garden, each 37 25

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70 %
Brass Screw Hooks	70 %
Brass Gate Hooks and Eyes	70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $5.25; No. 10, $5.30; No. 11, $5.40; No. 12, $5.50; No. 13, $5.60; No. 13¼, $5.60; No. 14, $5.75; No. 15, $6.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.20; No. 19, $6.70.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Toronto	London
Barb	$4 70	$4 50
No. 9 pl. galv....	4 25	4 25
No. 12 pl. galv....	4 40	4 40
No. 13 pl. galv....	4 50	4 50
No. 9 coil sp.....	4 25	4 30
No. 12 coil sp....	4 50	....
No. 10 O. & A....	5 16	5 16
No. 11 O. & A....	5 22	5 22
No. 12, O. & A...	5 30	5 30

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list, 45 & 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Regular, 65%.
Trimo, 50, 5% off list; parts, 50%; Stillson, 50, 5%; parts, 50%; Coes, 10%.

WRINGERS—MOP.

White, No. 1, each..... 1 50

LET US TELL YOU HOW TO SELL MORE PAINT

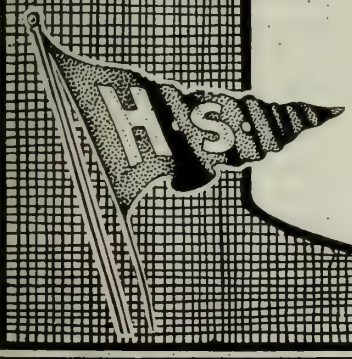
ANDREW CARNEGIE said: "Put all your eggs in one basket and watch that basket." Carnegie was master of just one business—steel making. He didn't dabble in anything else. He made steel right and steel made millions for Carnegie.

The hardware man who clutters up his paint department with a dozen different lines of paints, varnishes, stains, enamels, etc., is using too many baskets. He can't watch 'em all.

Some of the most progressive dealers in Canada are mighty glad to-day they decided to handle the Lowe Brothers' complete line. There is "High Standard" quality in every article. Each one helps the other. Our whole reputation is just as much behind one as the other.

You carry smaller stock, you get more simple accounting, you get bigger, cumulative advertising, you get easier work on the selling end. You get more satisfied customers and increased business.

Ask us to tell you more about it, now.



Lowe Brothers LIMITED

Factory and Offices: Sorauren Avenue, Toronto
Lyon Paint & Glass Co., Ltd, Winnipeg

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $7.40 per 100 lbs.; 5 lb. packages, $7.20 per 100 lbs.; white, 2½ lbs., $6.80 per 100 lbs.; 5 lbs., $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$1 35
Weighted, 20 lbs., doz..... 1 60

COATING

Cement Coating $2 55 2 75

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 22
Signwriters' black, pure.. 0 24
Marine black, 25-lb. lrons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal .....
English common sheet ... 0 29
English prima 0 30
White pigsfoot 0 38
Cake bone, 112-lb. bags... 0 29
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags....45-60
Ground glues, 112 lb. bags—
No. 1 ..... 0 25

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	.....	22 75
85 to 90	.....	24 35
91 to 94	.....	25 00
95 to 100	.....	29 00
101 to 105.....	.....	32 00
106 to 110.....	.....	37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$14 30	$14 50
Crown Diamond...	14 30	14 50
Green Seal	14 30	14 50
Tiger Pure	14 30	14 50
Ramsay's Pure	14 30	14 50
Moores Pure	14 30	14 50
O.P.W. Dec. Pure..	14 30	14 50
Red Seal	14 30	14 50
Decorator's Pure ..	14 30	14 50
O.P.W. English ...	14 55	14 75
Elephant Genuine .	14 55	14 75

B.B. Genuine Lead, less than tons, $16.20 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins	$31 50	$22 75
2-lb. tins	....	21 75
5-lb. tins	29 50	17 50
10-lb. tins	28 50	....
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks	....	15 00
600-lb. casks	....	14 75

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.60. White in lb. pkgs., per 100 lbs., $6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white	$3 05
B.H. English, colors	2 80
Crown Diamond, white.....	2 80
Crown Diamond, colors.....	2 55
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint ...	1 95
Moore's Sani-Flat	2 10
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white ..	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white ..	3 05
Sherwin-Williams, colors ..	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white ...	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65

PARIS GREEN

	Mun-ro's	C.P. Co.	Ber-gers
600-lb. bbls.			
250-lb. kegs	"		
100-lb. drums ...	"		
50-lb. drums	"		
25-lb. drums			
1-lb. 100s, pkgs..	"		
½-lb. 100s			
1-lb. 100s, tins ..			

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2 35 $2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06¼
Barrels	0 06

PUTTY Standard

Montreal	Toronto
See weekly report.	
Bulk, in casks ... 2 90	3 10
Bulk, 100-lb. drums 3 35	3 55
Bulk, 25-lb. drums 3 45	3 65
Bladders, in bbls.. 3 60	3 85

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.70 to $3.
Pure Orange, gal., $2.45-$2.75.

Gum, 44c lb.; finest orange, 49c lb.; finest white, 60c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

Montreal	Toronto
See weekly report for prices.	

SLATING Gal

Liquid Slating, B.B.....

VARNISHES Per gal cans

Gold Medal .....$ 2 05
Maritime Spar 4 25
B.-H. Stovepipe Varnish, ½ pints, per gross..... 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor... 2 75
Jasperite Interior and Exterior 2 25
Jasperite Pale Hard Oil. 1 60
Jasperite Floor Finish... 2 25
Marble-ite Floor 2 54
Wood-var 2 54
Finest Interior 2 86
Durable Floor 2 40
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Kopal ....
Spar-Not 3 03
Kyanize Spar 4 50
Kyanize Cabinet Rubbing 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50

WATER PAINTS

Opalite, 300 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

Fancy 0 16
Lion 0 14½
Standard 0 13
Popular 0 11¾
Keen 0 10½

WASTE, WOOL PACKING

Arrow 25
Axle 20
Anvil 15
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41–44c
Johnsons 41–44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 20
Barrels 1 00-1 05
$4 extra for barrels.

Dougall Varnish Sales Are Increasing

Every year shows an increase in the sales of

DOUGALL VARNISH

Once a man uses DOUGALL VARNISH he does not want to take any chances experimenting with other lines.

For beauty of finish, ease of application, covering power and durability, DOUGALL VARNISH cannot be excelled.

It will please your customers.

A post card will bring you particulars without any obligation whatever.

The Dougall Varnish Co., Limited

MONTREAL

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

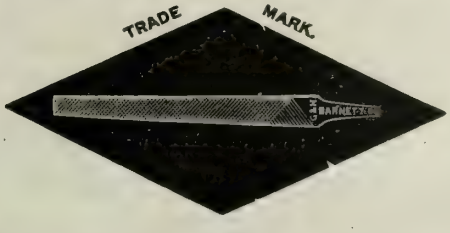
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 7 50	$12 50
Double Bit	13 00	15 00
Broad Axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8¾c; ⅜, 7¾c; tie out, 65%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 8½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 40 p.c.; Blacksmith, ½ in. round shank, 35 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	8 00	11 75
26 to 40	9 00	13 75
41 to 50	11 50	15 25
51 to 60	12 00	16 00
61 to 70	13 00	17 25

GLASS (Plate)

20% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.90; No. 2 and larger, $5.65; snowshoes, No. 0 to No. 1, $6.15; No. 2 and larger, $5.90; steel, No. 0 to 1, $6.35; No. 2 and larger, $6.10; featherweight, $7.50.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED	Apollo and	"Fleur Premier de Lis"
10¾ oz., or 28 Eng.	8 75	8 75
28 Am. or 26 Eng.	8 45	8 45
26 Am. or 26 spec.	8 15	8 15
24	8 00	8 00
22	8 00	8 00
18 and 20	7 85	7 85
16 Am.	7 85	7 85

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Potts No. 50 set 1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $4.40.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots, 2c advance over list; case lots, 1c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 32c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, 14c; less quantities, 16c.

PICKS, Clay, 6-7, $7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 28	$ 6 75
⅜ inch	4 37	6 84
½ inch	5 67	7 47
¾ inch	6 98	9 41
1 inch	10 35	13 91
1¼ inch	13 95	18 81
1½ inch	16 70	22 50
2 inch	22 50	30 24
2½ inch	35 51	47 84
3 inch	46 44	62 55
3½ inch	58 05	....
4 inch	68 76	....
4½ inch	86 40	....
5 inch	100 80	....
6 inch	130 50	....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $7.25; full polished, $8.25; 18 x 24, half polished, $7.25; full polished, $8.25; 20 x 28, half polished, $7.50; full polished, $8.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	4 00
25-lb. irons, per cwt.	4 30
1½-lb. tins	0 07½

RIVETS AND BURRS

Iron rivets, 20 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 21½c base; pure Manila, 28½c base; British Manila, 23½c base; lath yarn, 21½c base; African hemp, 23½c base; cotton rope, ¼ and over, 43c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.)

10 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	5 85
12 gauge	5 90
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 05
22-24 gauge	6 10
26 gauge	6 15
28 gauge	6 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No 4, $10.65 doz.; No. 6, $11.40; No. 8, $12.10; No. 10, $12.80; Moose and Jones Scoops, No. 4, $11.85 No. 6, $12.50; No. 8, $13.15; No. 10, $12.85 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east, octagon tool steel, 12½c base; square tool, 13½c base; spring, $4; machine, $5 base; tire, $4.50.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C.	$19 00
20 x 28 I.X.	20 50
20 x 33 I.C.	21 50
20 x 33 I.X.	23 50
Terne plates	16 50

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15%+75c; full boxes, iron, 20%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.40; less than ton lots, $16.05.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.45 Winnipeg; $6.05 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $5.70; 10, $5.75; 12, $5.90; 14, $6.05; 15, $6.20; 16, $6.35 per 100 lbs.

WRINGERS

Royal Canadian, $48.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Stephens

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

A Business Builder

SILKSTONE meets a need where economy is a consideration. It is an economical Flat Wall Paint that is easily applied. Will not lose its beauty when washed with soap. It gives universal satisfaction.

A Producer of Profits

SILKSTONE makes fast friends. It is **Sanitary** and **Durable.** Dries as smooth as silk, hard as stone.

Test its Selling Qualities. Send us a trial order. We have an attractive agency proposition for dealers in towns where we are not represented.

Write for particulars.

G. F. Stephens & Co., Limited

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite
Quick Service

NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

Trulite The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO
135 WILLIAM ST. NEW YORK

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. Lamplough & Co., Unity Bldg., Montreal

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

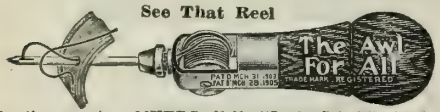
"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street, TORONTO

THE AWL YOU WANT

See That Reel



Is the genuine MYERS $1.00 "Lock Stitch" Sewing Awl with the exclusive feature. See thread reel in front of handle under the finger tips. Natural tension. Sews heavy or light material, diamond point, full grooved needles used to protect the thread when sewing.

C. A. MYERS COMPANY
6374 University Ave., Chicago., Illinois

Steel Letters

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

C. S. TURNER CO.

147 Bannatyne Ave. East, Winnipeg

Manufacturers' Agents

Excellent Storage, Forwarding, and Distributing Facilities.

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

GASOLINE TANKS FOR UNDERGROUND STORAGE

Complete Outfits with Brass Pumps and Fittings, from $25.00 Upwards
Sold on Approval Fully Guaranteed
Write for Catalogue
The Steel Trough & Machine Co. Ltd.
TWEED, ONT.

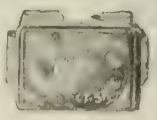
JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.

IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of matches may save your life. "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for $1.00.



Hyfield Mfg. Co., 48 Franklin St., N.Y.

THE STURDY ASH SIFTER

Best Sifter. Best Price

Collins Manufacturing Company. Toronto.

Kindly mention this paper when writing advertiser

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

LET JOHN NEW, 154 BAY STREET, TORONTO. sell your business. (4)

FOR SALE—SPLENDID HARDWARE IN best Western Ontario city. Exceptional opportunity for one or two live men. Business can be doubled in short time. Advanced years only reason for selling. Stock about fourteen thousand. Address Box No. 6, Hardware and Metal.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

HARDWARE STOCK AND FIXTURES FOR sale in Sudbury. For particulars write Box 88, Sudbury, Ont.

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

PAPER BALERS

THERE IS MONEY IN USING AND SELLing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SITUATIONS WANTED

EXPERIENCED SALES MANAGER wishes similar position or assistant. Eighteen years' experience in paints, oils, glass, varnishes and hardware. Have special training in mercantile credits. Excellent connection in Western Canada, and can get results. Reply Box 421, Hardware and Metal.

HARDWARE SPECIALTY SALESMAN with excellent connection in Ontario desires road position. Has "done his bit" in France, and while now medically unfit for service is perfectly fit for certain duties. Box 420, Hardware and Metal.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

ARTICLES FOR SALE

FOR SALE—1 NEW SHORE SCHLEROscope, complete with all regular equipment. Pease Foundry Company, Limited, Brampton, Ont. Jct. 4341.

SALESMAN WANTED

MANUFACTURER OF STAPLE SPECIalty, stocked by all hardware jobbers and many grocery jobbers, east of Sudbury, Ont., wishes to connect with capable salesman covering territory from the above point west to the coast, to handle goods as side line. Address L.M. Co., Lennoxville, Que.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

PARTICULARS OF PROFITABLE SIDEline for anyone calling on hardware or butcher trade in certain parts of Canada. No samples. Eureka Refrigerator Co., 27-21 Brock Ave., Toronto.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

SIGNS AND SHOW CARDS

WE ARE THE MOST UP-TO-DATE SIGN and show card firm in Canada. W. H. Stevenson, Stevenson Building, Toronto.

DON'T STOP ADVERTISING.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

SEPARATE SEALED TENDERS, addressed to the undersigned, will be received at this office until 4.00 P.M., on Monday, February 12, 1917, for the supply of: "Brooms and Brushes," "Chain," "Coal," "Hardware," "Hose," "Oils and Greases," "Packing," "Paint and Paint Oils," "Manilla Rope," "Wire Rope" and "Steam Pipe, Valves and Fittings," for the requirements of the Departmental Dredging plant in Ontario and Quebec during the fiscal year 1917-18.

Each tender must be sent in a separate envelope and endorsed: "Tender for Hardware, Ontario and Quebec," "Tender for Chain, Ontario and Quebec," etc., etc., as the case may be.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures. These forms can be obtained at the Department of Public Works, Ottawa.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for amount stated in form of tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the contract. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, January 17, 1917.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.

Who is Your Customer?

THE finding, holding and multiplying of customers is your great business—probably your great problem. There's no royal road—no priceless route—to them. The plain way to find, interest and persuade them is the well-traveled way, the way of Public Advertising.

But the ideal medium—what is it?

If you are seeking a single medium of potency, of prestige, of sufficient circulation, you will find it in

MACLEAN'S MAGAZINE

You know of this magazine, but do you know it through use?

It can't do everything, but it can do much. It can make your product, commodity or service known nationally—and this at small cost per annum.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited

143-153 University Avenue, Toronto, Ontario

MAKE YOUR DOLLARS

FIGHT

AT THE FRONT.

BUY

DOMINION OF CANADA

THREE-YEAR

WAR SAVINGS CERTIFICATES

$ 25.00	FOR	$21.50
50.00	"	43.00
100.00	"	86.00

INDIVIDUAL PURCHASES LIMITED TO $1500.

FOR FULL PARTICULARS APPLY AT ANY BANK OR ANY MONEY ORDER POST OFFICE

JAN. 9, 1917

FINANCE DEPARTMENT
OTTAWA

CANADA CEMENT COMPANY LIMITED — PORTLAND — CANADA — CEMENT — MONTREAL

BUILDERS' SUPPLIES

It won't seem any time before the building season opens up.
ORDER YOUR BUILDERS' SUPPLIES NOW, and be prepared to meet all demands. We ship immediately from stock.

"ROCK" WALL BOARD

for walls and ceilings is second to none in quality, and the price is reasonable. Sold in sheets 48" wide by 6, 7, 8, 9, 10 and 12 ft. long.
"HAMMER BRAND" Plaster of Paris — the best brand of plaster made.

Walter Belyea

Successor to the Late
THOMAS BLACK
WINNIPEG

You Want More Money

WE NEED YOUR SPARE TIME —LET'S GET TOGETHER

Let us show you the way to increase your income to any extent you desire. If your present salary isn't quite sufficient to take care of "extra summer needs," our plan will provide the money for them. It will also furnish the funds for vacation expenses.

The best part of our money-making plan is, no time is neded, only what you can spare from your regular employment. It interferes in no way with business or pleasure, but fits in as a "money maker" into spare-time moments. Work it an hour now and then and the cash results will surprise you.

Now is just the time to start—the days are long—and are getting longer. Turn your evenings and spare time into cash by becoming our district representative.

Full particulars, without obligation, free on request.

THE MACLEAN PUBLISHING CO., LIMITED
143-153 UNIVERSITY AVENUE TORONTO, ONTARIO

IN the Spring thousands of farmers turn their halters into bridles by using our

BIT STRAP

How many will you require?

$1.50 doz.

Can we deliver by parcel post?

G. L. Griffith & Son

STRATFORD, ONT.

C. KLOEPFER, LIMITED

EDWARD HALLORAN, *General Manager*

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Aluminum Solder
British Aluminium Co., Toronto.
Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Aluminum, Alloy, Ingot, Sheet, Wire
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Ammunition
Dupont Powder Co., Wilmington, Del.

Anti-Skid Chains
Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

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Collins Mfg. Co., Toronto.
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Hoyt Metal Co., Toronto.
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The Andrew B. Hendryx Co., New Haven, Conn.

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J. E. Beauchamp & Co., Montreal.
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Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

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National Machinery & Supply Co., Ltd., Hamilton.

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D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
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Allith Mfg. Co., Chatham.
Canada Steel Goods Co., Hamilton.
R. Dillon & Sons, Oshawa.
Richards-Wilcox Co., Ltd., London, Ont.

Bath Room Fittings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain.

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Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.

Belting
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.

Bird Cages
Andrew B. Hendryx Co., New Haven.

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D. Ackland & Son.

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Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St Catharines.

Blacksmiths' Machinery
D. Ackland & Son.

Boilers, Hot Water
Pease Foundry Co., Toronto.

Bolts and Nuts
D. Ackland & Son.
Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Wks., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

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The Stanley Works, New Britain, Conn.

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The Stanley Works, New Britain, Conn.

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Brown, Boggs Co., Hamilton.
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Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
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Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Boeckh Bros. Co., Toronto.
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Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

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Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
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Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.

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Caverhill, Learmont & Co., Montreal.
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Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New New Britain.
The L. S. Starrett Co., Athol, Mass.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Goodell-Pratt Co., Greenfield, Mass.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co.,
Richards-Wilcox Canadian Co., Ltd., London, Ont.
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Belyea, Walter Winnipeg, Can.

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G. F. Stephens & Co., Winnipeg.

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Parmenter & Bulloch Co., Gananoque.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Hamilton.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts, Spring
Chicago Spring Butt Co., Chicago.

Calipers
L. S. Starrett Co., Athol, Mass.

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R. Dillon & Sons, Oshawa.
Thos. Pink, Pembroke, Ont.

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Samuel Trees & Co., Toronto.
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D. Ackland & Son, Winnipeg.

Carriage Springs
D. Ackland & Son.

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Thos. Davidson Mfg. Co., Montreal.

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Gipe-Hazard Store Service Co., Toronto.

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A. C. Leslie Co., Montreal.
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Bissell Carpet Sweeper Co., Grand Rapids, Mich.

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Faultless Caster Co., Evansville, Ind.

Cattle and Trace Chains
McKinnon Chain Co., St. Catharines

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Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Belyea, Walter, Winnipeg, Can.

Cement, China
H. Nagle & Co., Montreal.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia.

Chain Manufacturers
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural
McKinnon Chain Co., St. Catharines.

Chains
B. J. Coghlin, Montreal.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

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McKinnon Chain Co., St. Catharines, Ont.

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J. E. Beauchamp & Co., Montreal.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

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Cummer-Dowswell, Ltd., Hamilton.

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American Shearer Mfg. Co., Nashua.

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Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

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McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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Hamilton Cotton Co., Hamilton, Ont

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Clothes Wringers
Cummer-Dowswell Co., Hamilton.
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Walter Woods & Co., Hamilton.

Coal Chutes
The Dennis Wire & Iron Works, London, Ont.

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Canada Paint Co., Montreal.
McArthur Irwin, Ltd., Montreal.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

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The Stanley Works, New Britain.

Conductor Pipe
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Rain, Toronto.
Winnipeg Ceiling & Roofing Co. Winnipeg.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cord, Wire Picture
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage
Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., North Plymouth, Mass.

CLASSIFIED LIST OF ADVERTISEMENTS

Cornices, Metal
McFarlane, Douglas & Co., Ottawa.
Metallic Roofing Co., Toronto, Winnipeg.
Metal Shingle & Siding Co., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
The Steel Co. of Canada, Limited, Hamilton.

Corrugated Iron
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa Ont.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Wheeler & Bain, Toronto.

Corrugated Aluminum
The British Aluminum Co., Ltd., London, Eng.

Cow Stalls and Stanchions Bull and Calf Pens.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Cranes, Hand Power
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Cranes, Overhead Travelling
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Crowbars
B. J. Coghlin, Montreal.

Cultivator Hoes
C. S. Norcross & Sons, Bushnell, Ill.

Culverts
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Curling Stones
Belyea, Walter, Winnipeg, Can.

Cuspidors
Thos. Davidson Mfg. Co., Montreal.

Cutlery, Razors, Scissors, Etc.
Geo. Butler & Co., Ltd., Sheffield, Eng.
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Caverhill, Learmont & Co., Montreal.
Crookes, Jonathan, & Son.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
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McGlashan, Clarke Co., Ltd., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.
Geo. Wostenholm & Son, Sheffield, Eng.

Cutting Pliers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Derricks
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Display Racks, Wire Cloth
R. M. Bowser & Son, Renfrew, Pa.

Dog Collars
Samuel Trees & Co., Ltd., Toronto.

Dies
Pratt & Whitney Co., Dundas, Ont.

Door Bolts
The Stanley Works, New Britain.

Door Checks
Wm. Newman & Sons, Birmingham.

Door Hangers
Allith Mfg. Co., Hamilton.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain.

Door Springs
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Drills
Pratt & Whitney Co., Dundas, Ont.

Draw Pulls
The Stanley Works, New Britain.

Drills, Brick and Stone
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Eavestroughs
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.
Winnipeg Ceiling & Roofing Co., Wininpeg

Elbows
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Heating Specialties
Landers, Frary & Clark, New Britain
National Electric Heating Co., Toronto.
Renfrew Electric Co., Ltd., Renfrew.

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.
Tallman Brass & Metal Co., Hamilton.

Electric Irons
Landers, Frary & Clark, New Britain.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.

Electric Specialties
Duncan Electric Co., Montreal.
Interstate Electric Co., Toronto.

Electrical Supplies
Duncan Electrical Co., Montreal.
Factory Products, Toronto.

Electric Tools
John Oakey & Sons, Ltd., London, Eng.

Emery
John Oakey & Sons, Ltd., London, Eng.

Emery Cloth
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.

Emery Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
John Oakey & Sons, Ltd., London. Eng.

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Berry Bros., Walkerville, Ont.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Toronto.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son, Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.

End Cutting Nippers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Engineering Supplies
T. McAvity & Sons, St. John, N.B.
Jas. Morrison Brass Co., Toronto.

Escutcheon Pins
The Parmenter & Bulloch Co., Ganonoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Eveners, 3, 4 and 5 Horse
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fans, Electric
A. C. Gilbert Co., New Haven, Conn.

Fanlight Gear
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Corrugated
J. E. Beauchamp & Co., Montreal.
Stanley Works, New Britain, Conn.

Fasteners, Storm, Sash and Screen
Stanley Works, New Britain, Conn.

Fencing, Farm, Poultry, Woven Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
MacGregor-Banwell Fence Co., Walkerville, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Filters
Darling Bros., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass
A. Ramsay & Son Co., Montreal.

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Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Toronto.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal

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Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

Fire Brick
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Door Fixtures
The Dennis Wire & Iron Works, London, Ont.
Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London. Ont.

Fishing Tackle
Andrew B. Hendryx Co.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flashlights, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Flatware, Silver Plated
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Flint Paper
John Oakey & Sons, Ltd., London. Eng.

Food Choppers
Landers, Frary & Clark, New Britain.

Force Cups
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Steel Co. of Canada, Ltd., Hamilton

Ford Specialties
Adamson Mfg. Co., Hamilton.

Forges
D. Ackland & Son.

Friction Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Funnels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces, Hot Air
Pease Foundry Co., Toronto.

Gaffs, Fishing
Marble Arms & Mfg. Co., Gladstone, Mich.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Iron
Dominion Sheet Metal Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
The Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanized Steel Tanks
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanized Ware
Thos. Davidson Mfg. Co., Montreal.
H. S. Howland, Sons & Co., Toronto.

Galvanized Wire
Dominion Iron & Steel Co., Ltd., Sydney.
Frost Steel & Wire Co., Ltd., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Garages, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Garage Hardware
Adamson Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
Richards-Wilcox Canadian Co., London, Ont.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline Tanks, Underground
Darling Bros., Ltd., Montreal.

Gates, Farm and Stock
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Gauges
Pratt & Whitney Co., Dundas, Ont.
L. S. Starrett Co., Athol, Mass.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Millers Falls, Mass.
A. Ramsay & Son Co., Montreal.

Glass Cutting Boards
The Lufkin Rule Co., Windsor, Ont.

Glass, Ornamental
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glass, Sheet and Figured
A. Ramsay & Son Co., Montreal.
Toronto Plate Glass Importing Co., Ont.

Glass Paper
John Oakey & Sons, Ltd., London, Eng.
A. Ramsay & Son Co., Montreal.

Glass, Wired
A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Toronto Plate Glass Importing Co., Ont.

Glazier's Diamonds
A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves, Canvas
American Pad & Textile Co., Chatham, Ont.

Glue
G. F. Stephens & Co., Winnipeg.

Gouges
Buck Bros., Milbury, Mass.

Granaries, Portable, Metallic
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.

Grindstones
American Grinder Mfg. Co., Milwaukee, Wis.
Cleveland Stone Co., Cleveland.
Millers Falls Co., Millers Falls, Mass.
Richards-Wilcox Mfg. Co., London.

Grinders, Grain
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cushman Motor Wks., Ltd., Winnipeg.

Grinders, Tool and Sickle
American Grinder Mfg. Co., Milwaukee, Wis.
Cleveland Stone Co., Cleveland, Ohio.

Grinders, Power
American Grinder Mfg. Co., Milwaukee, Wis.
Cleveland Stone Co., Cleveland, Ohio.

Grinding Compound
The Carborundum Co.

CLASSIFIED LISTS OF ADVERTISEMENTS

Guns
Caverhill, Learmont & Co., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co., Windsor, Ont.
Ross Rifle Co., Quebec

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Toronto.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Halters
Samuel Trees & Co., Ltd., Toro

Hammers
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.

Hand Lanterns
Interstate Electric Novelty Co., Toronto.

Hand Screws
National Machinery & Supply Co., Ltd., Hamilton.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain.

Hardware, Metal Window
The Stanley Works, New Britain.

Harness
Samuel Trees & Co., Ltd., Toronto.

Halters
G. L. Griffith & Son, Stratford, Ont.

Harvest Tools
H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools
F E. Myers & Bros., Ashland, Ohio.

Hay Wire
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Heating Drums
Collins Mfg. Co., Toronto.

Hinges
Canada Steel Goods Co., Hamilton.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.

Hinges, Spring
Chicago Spring Butt Co., Chicago.

Hockey Sticks
Still, J. H., Mfg. Co., St. Thomas.

Hollow Handle Tool Sets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hooks
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire
The Laidlaw Bale-Tie Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.

Hooks, Conductor
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Hooks, Moulding
The Andrew B. Hendryx Co., New Haven, Conn.

Hooks, Hat and Coat
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
D. Ackland & Son.
The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.

Horse Blankets
Samuel Trees & Co., Ltd., Toronto.

Horse Collars
Samuel Trees & Co., Ltd., Toronto.

Horse Covers
Canadian Consolidated Rubber Co., Montreal.

Hot Plates
Collins Mfg. Co., Toronto.

Ice Cream Freezers
Wm. Cane & Sons, Newmarket, Ont.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.

Incubators
Collins Mfg. Co., Toronto.

Iron and Steel Bars
B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
London Rolling Mill Co., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pipe
D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt.
F. E. Myers & Bros., Ashland, Ohio.

Ironing Boards
Schultz Bros., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto
Richards-Wilcox Canadian Co., London, Ont.

Japans
Berry Bros., Walkerville, Ont.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Joist Hangers
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets
Stratford Mfg. Co., Ltd., Stratford,

Knife Polish
Jno. Oakey & Sons, Ltd., London, Eng.

Knives, Hunting and Fishing
Geo. Butler & Co., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain Conn.

Ladders, Step
J. E. Beauchamp & Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lampblack
Barton Netting Co., Ltd., Windsor.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.

Lanterns, Gasoline
National Stamping & Electric Wks., Chicago, Ill.

Lap Rugs
Samuel Trees & Co., Ltd., Toronto.

Latchets
The Stanley Works, New Britain.

Lawn Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Lawn Mowers
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees
J. E. Beauchamp & Co., Montreal.
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Stratford Mfg. Co., Stratford.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Lead Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels
Goodell-Pratt, Greenfield, Mass.
Henry Disston & Sons, Toronto.
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Lockers
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont.

Machinery Metal Workers
Brown, Boggs Co., Hamilton.

Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N. S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son., Montreal.

Oilers
Thos Davidson Mfg. Co., Montreal.

Oil Cake
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Darling Bros., Ltd., Montreal.

Ornamental Fences and Gates
Banwell-Hoxie Fence Co., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co. Hamilton.

Packing
Canadian Consolidated Rubber Co. Montreal.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Imperial Varnish & Color Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
General Sales Co., Toronto.

Paris Green
Canada Paint Co., Montreal.

Pastry and Bread Boards
Stratford Mfg. Co., Ltd., Stratford.

Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co. Hamilton, Ont.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Canada Metal Co., Toronto.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roo'ng Co., Winnipeg.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plaster of Paris
Belyea, Walter, Winnipeg, Can.

Plugs, Electricians'
Canadian Consolidated Rubber Co., Montreal.

Poultry Netting
Caverhill Learmont & Co., Montreal.
Rice Lewis & Co., Toronto.

Poultry Supplies
Collins Mfg. Co., Toronto
Rideau Specialty Co., Smith Falls, Ont.

Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

CLASSIFIED LISTS OF ADVERTISEMENTS

Pulleys
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.
Darling Bros., Ltd., Montreal.

Pumps, Iron
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Rakes, Lawn
Doust Specialty Co., Toronto.

Ranges
Thos. Davidson Co., Montreal.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Rasps
Henry Disston & Sons, Toronto.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Sheffield, Eng.
Gillette Safety Razor Co., Montreal.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Razor Hones
Carborundum Co., Niagara Falls, N.Y.

Reamers
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead
Brandram-Henderson Co., Montreal.

Registers
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Refrigerators
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Reinforcing Concrete
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
McGregor-Banwell Fence Co., Walkerville, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Repair Gum
Adamson Mfg. Co., Hamilton.

Revolvers
Colt's Patent Fire Arms Co., Hartford, Conn.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Rifles
Remington-Arms U-M-C Co., Windsor,
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Belt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.

Roofing
Bird & Son, Hamilton.
H. S. Newland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.

Roofing Supplies
Bird & Son, Hamilton.
Metallic Roofing Co., Toronto and Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Rope
Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Corage Co., North Plymouth, Mass.

Runways, Electric
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal.

Saddlery Hardware
Samuel Trees & Co., Toronto.

Safety Razors
Gillette Safety Razor Co., Montreal.

Sanitary Closets
Wakyte Mfg. Co., Winnipeg, Man.

Saws
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Saws, Cross-Cut
E. C. Atkins & Co., Hamilton.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Saws, Circular
E. C. Atkins & Co., Hamilton.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Saws, Hand
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scales
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.
The Cleveland Stone Co.

Seeders
Eureka Planter Co., Woodstock, Ont.

Shears, Scissors
Henry T. Seymour Shear Co., New York.
Landers, Frary & Clark, New Britain.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works Lonon, Ont.

Shock Absorbers
Richards-Wilcox Canadian Co., London, Ont.

Shot Guns
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Caverhill, Learmont & Co., Montreal.

Sieves and Screens
B. Greening Wire Co., Ltd., Hamilton
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Silo Irons
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Roofs
Metallic Roofing Co., Ltd., Toronto Winnipeg, Man.

Silverware
Geo. Butler & Co., Ltd., Sheffield, Eng.

Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Sliding Door Hardware
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Canada Steel Goods Co., Hamilton.
Richards Wilcox Canadian Co., London.

Smoke Stacks
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snips, Tinners'
Brown, Boggs Co., Hamilton.

Snow Shovels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Spark Plugs
Champion Spark Plug Co., Toledo, Ohio.
Interstate Electric Novelty Co., Toronto.

Sponges
Evans & Co., Montreal.

Sporting Goods
Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros. Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Sprayers
Collins Mfg. Co., Toronto.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Stable Fitting Steel
Beatty Bros., Ltd., Fergus, Ont.
The Dennis Wire & Iron Works, London, Ont.

Stains, Shingle
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Staples
Frost Steel & Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain, Conn
J. E. Beauchamp & Co., Montreal.

Steel, Mat
J. E. Beauchamp & Co., Montreal.

Sleighs
J. E. Beauchamp & Co., Montreal.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton. Winnipeg, Man.

Stencils
Hamilton Stamp & Stencil Co., Hamilton. Ont.

Stepladder Chairs
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford.

Store Ladders
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal.
Pease Foundry Co., Toronto.

Stoves, Sheet Iron
Collins Mfg. Co., Toronto

Stove Pipes
Collins Mfg. Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Samuel Trees & Co., Ltd., Toronto.

Switches, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books
MacLean Publishing Co., Toronto.

Threshing Tools
Pratt & Whitney Co., Dundas, Ont.

Thimbles
Collins Mfg. Co., Toronto.

Ticket Punches
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips
Bridgeport dwe. Mfg. Corp., Bridge Ont.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plates
A. C. Leslie & Co., Montreal.
Wheeler & Bain, Toronto.

Tinware
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage
Canadian Consolidated Rubber Co., Montreal.

Tire Chains
McKinnon Chain Co., St. Catharines, Ont.

Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

Toasters
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. E. Beauchamp & Co., Montreal.

Tools
Buck Bros., Milbury, Mass.
R. Dillon & Sons, Oshawa.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co. Hamilton.
Pratt & Whitney Co. Ltd., Dundas
Stanley Rule & Level Co., New Britain.
Ward & Payne, Shefield, Eng.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.
Cleveland Stone Co., Cleveland, Ohio

Tool Grinders
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door
Allith Mfg. Co., Hamilton.
Canada Steel Goods Co., Hamilton.
Richards Wilcox Canadian Co., London, Ont.

Toys
J. E. Beauchamp & Co., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Schultz Bros. Co., Brantford.

Track Systems
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.

Trucks, Feed, Floor and Platform
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber
Canadian Consolidated Rubber Co., Montreal.

Vacuum Cleaners.
Daisy Vacuum Cleaner Co., Birmingham, Eng.

Vacuum Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

(Continued on page 79.)

RAMSAY'S PAINT

The Right Paint To Paint Right

FOR EXPORT

We have wholesale agents in South Africa, New Zealand, British West Indies and Newfoundland, and would be glad to receive correspondence with a view to making further wholesale connections in other parts of the world, either in British Colonies or Foreign Countries.

IN BUSINESS 75 YEARS

Established 1842

A. RAMSAY & SON COMPANY

Manufacturers of Paints and Varnishes

Head Office:
MONTREAL

TORONTO WINNIPEG

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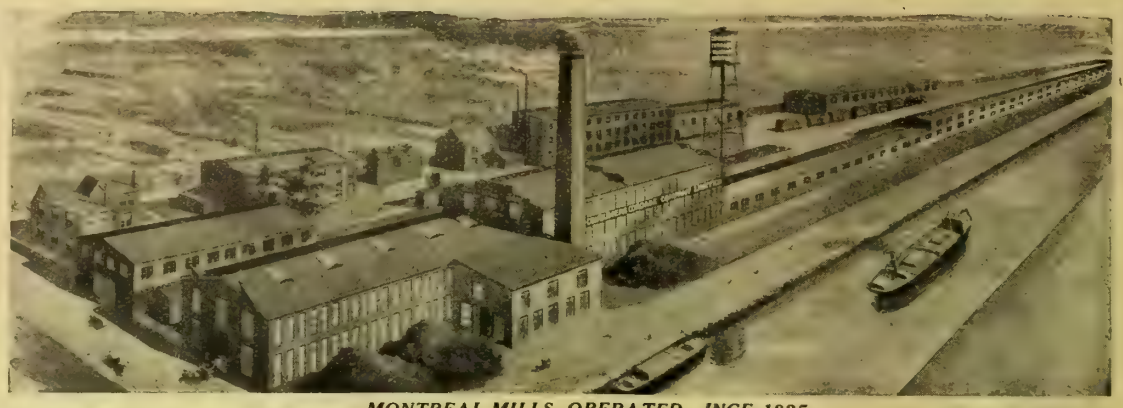


MONTREAL MILLS, OPERATED INCE 1825

"LION BRAND"

CORDAGE

Made in Canada

We manufacture Cordage and Twines from Manila, Sisal, Jute, Hemp, Italian.

Write Montreal Office for quotations. We solicit enquiries for export.

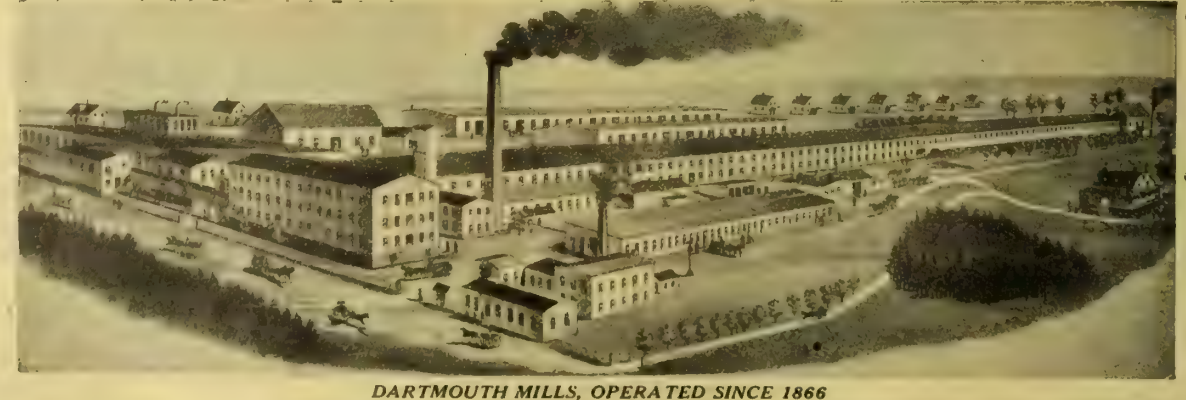
CONSUMERS CORDAGE CO.

Limited

Mills: MONTREAL, QUE., and HALIFAX, NOVA SCOTIA

Branches: St. John, Toronto.

Agents: Jas. Bisset & Co., Quebec. Teese & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton. MacGowan & Co., Vancouver



DARTMOUTH MILLS, OPERATED SINCE 1866

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An Evolution - in Paints

Jamieson's Paints

are acknowledged by those who have used them, to be the most serviceable.

A high grade paint at a moderate cost.

Known throughout Canada as the acme of value.

We invite correspondence from firms overseas interested in Highest Quality Paint.

"Made in Canada."

R. C. Jamieson & Co.
LIMITED
Montreal Vancouver
Owning and Operating
P. D. DODS & CO., LIMITED

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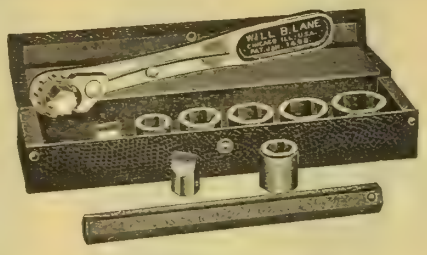


FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.

STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

LANE'S UNIQUE RATCHET WRENCH

The sales of Lane's Ratchet Wrench Sets are constantly increasing in velocity. They are unequalled for close work and are becoming favorites with mechanics.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. **Warranted not to break or spread. Write for prices.**

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:
Millen & Son, Ltd. - Vancouver
Wood-Vallance & Legatt, Ltd. - Vancouver
Brown, Fraser & Co., Limited - Vancouver

ALBERTA:
Marshall-Wells Alberta Company, - Edmonton
Wood-Vallance & Adams - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

SASKATCHEWAN:
J. H. Ashdown Hardware Co., Ltd. - Saskatoon

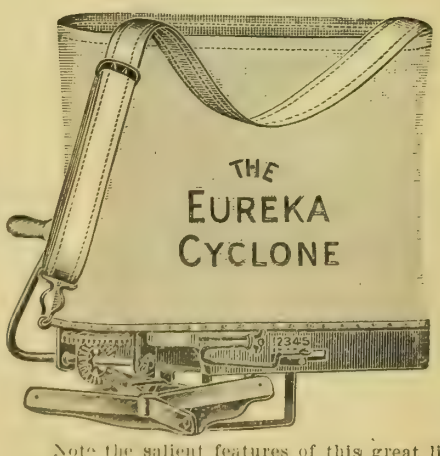
MANITOBA:
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - Winnipeg
Millen & Son, Ltd. - Winnipeg
Merrick-Anderson Co., Ltd. - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO:
Hobbs Hardware Co. - London
D. H. Howden & Co., Ltd. - London
London Engine Supplies Co. - London
Wood-Vallance & Co. - Hamilton
Aikenhead Hardware, Limited - Toronto
Lyon & Marks - Toronto
Rice Lewis & Son, Ltd. - Toronto
Millen & Son, Ltd. - Toronto
Edwin Chown & Son - Kingston
W. B. Dalton & Sons, Ltd. - Kingston
Thomas Birkett & Son Co., Ltd. - Ottawa

QUEBEC:
Caverhill, Learmont & Co. - Montreal
Lewis Bros., Limited - Montreal
Millen & Son, Ltd. - Montreal
Mechanics Supply Co. - Quebec
J. S. Mitchell & Co. - Sherbrooke

WILL B. LANE, 180 North Dearborn Street, Chicago., Ill.

The "EUREKA" CYCLONE SEEDER



The sower that sows evenly and saves many times its purchase price during a single season.

A Quick Seller

Note the salient features of this great little machine.
A Slant Feed Board—This keeps the hopper properly filled.
Automatic Feed Adjustment—which starts or stops its flow of seed instantly.
Oscillating Feed Agitator—A positive force feed which cannot clog.
Improved Distributing Wheel—Large size without a soldered joint.
WE SOLICIT EXPORT TRADE. Write us for full particulars.

The Eureka Planter Co., Limited
WOODSTOCK, ONT., CANADA

PUT YOUR STORE IN LINE FOR BIGGER PROFITS FROM

TRAPSHOOTING

LAST year thousands of men and women joined trapshooting's ranks. These and thousands more this year will increase the demand for

DU PONT Sporting Powders

Tie your store to our trade-making advertising by specifying DUPONT DENSE or DUPONT BULK for trap loads—the powders new shooters use, because they are the champion's choice.

E. I. du Pont de Nemours & Co.
Powder Makers Since 1802
WILMINGTON - DELAWARE - U.S.A.

If interested, tear out this page and keep with letters to be answered.

Butterfield-

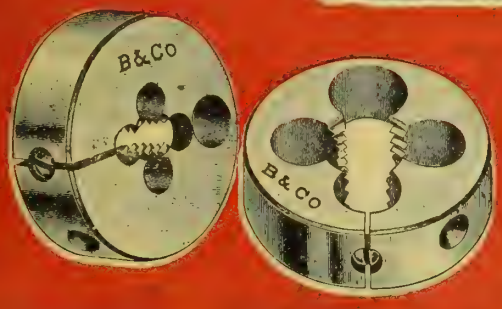
Taps—Dies Reamers

Unusually tough propositions in threading or reaming is ordinary work for Butterfield tools.

You can't make a mistake when you buy "Butterfield" tools. *They are remarkably fast and accurate workers,* — and the reputation which has taken us years to build up—stands back of every one of them.

Write for a copy of our catalog.

Butterfield & Company
Inc.
ROCK ISLAND, QUEBEC
CANADA

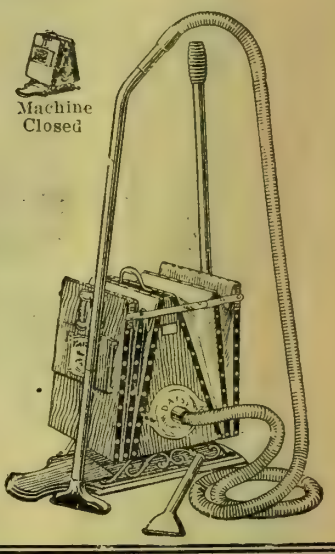


In the Old Country

And in almost every part of the world there are Hardwaremen doing great business with the Daisy Vacuum Cleaner. Has it occurred to you that you might be doing equally good business? Let us tell you about it.

THE DAISY VACUUM CLEANER is acknowledged the best British Vacuum Cleaner. It is made of the finest materials obtainable and embodies all the best ideas ever invented for Vacuum Cleaners. Being portable, it is particularly suitable for small houses, bungalows, etc., and it is so simple in construction that there is nothing likely to get out of order. The machine is guaranteed for 2 years.

THE DAISY VACUUM CLEANER



Get into touch with your shipper and ask him about the Daisy, or write direct to us for full particulars, trade terms, booklet, etc.

A complete range of Hand and Electric Machines from $7.30 to $92.00

BABY DAISY
$20.45 at Works
Handsomely made in solid oak with nickel-plated fittings, has quadruple bellows, and is collapsible. Complete with 6 foot hose, carpet nozzle, upholstery nozzle, lengthening tube lever.

Sole Makers:

The Daisy Vacuum Cleaner Co., Limited

Head Office and Works:

Leamington Road, Gravelly Hill - Birmingham, England

Telegrams; "Ileklean, Birmingham." Telephones: 405 and 406 East. A B C, 5th Ed.

CONTRACTORS TO THE BRITISH GOVERNMENT.

Collar Pads For Horses

Description—Furnished in Brown and White Drill, or in Old Gold with Red Felt Edge—Filled with our specially prepared Composite Stuffing Material — Hooks for keeping Pad in position under Collar are attached to Pad by our new patented device, which is the very latest and strongest method known. The Pad is neatly quilted, giving it a finished and handsome appearance.

THINGS TO REMEMBER

Nothing will disable a horse more than sore shoulders. TAPATCO Pads will prevent sore shoulders. Therefore, the horse owner is always the loser, when by neglect the horse is not in good condition. The small amount that a TAPATCO Pad will cost will be repaid many times over in the good service the horse will be able to give.

We shall be more than pleased to furnish you full information upon request.

The American Pad & Textile Co., Chatham, Ontario

If interested, tear out this page and keep with letters to be answered.

WHY
has
The L. MARTIN CO.
been
HEADQUARTERS
for
LAMP-BLACK
for
SIXTY-EIGHT YEARS
?

Sixty-eight years' reputation behind each pound of Black.

Blacks that are unmatchable in Strength, Delicacy of Tone and Color.

For Paint, Varnish, Ink, Rubber, Oilcloth, Paper and Leather Manufacturers.

81-83 Fulton St., NEW YORK, N.Y.

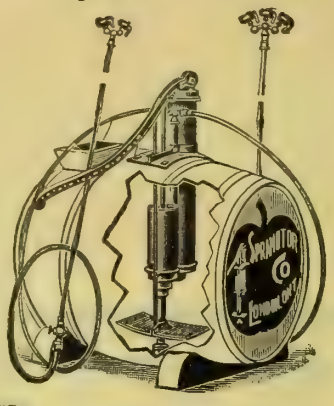
Factories :

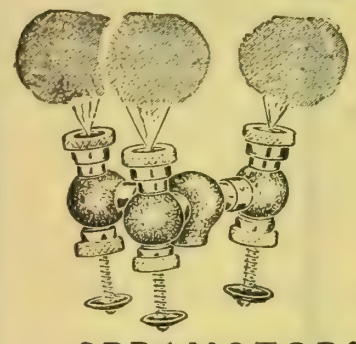
Philadelphia, Pa. **Johnsonburg, Pa.**
London, England

If interested, tear out this page and keep with letters to be answered.

A Money-Making Line for Live Dealers Everywhere

Hardware dealers who are handling our line of SPRAMOTORS and accessories are making handsome profits. We make Spramotors for every purpose, from the small knapsack to the large power outfits. You will be able to supply your customers' needs, whatever they may be.





Accessories

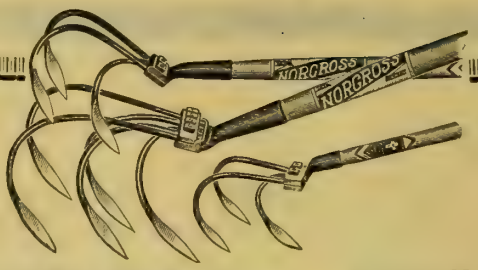
of every description from nozzles to hose—each of the best quality are always ready for you when you want them.

Made in Canada—No duty to pay.

Get in touch with us we may want a special agent in your locality.

Write to-day for particulars of our proposition.

SPRAMOTORS LIMITED
3122 King Street, London, Canada
and 3202 Erie Street, Buffalo, N.Y.

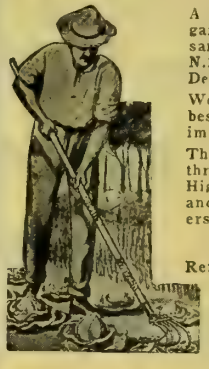


NORCROSS GARDEN CULTIVATOR-HOES

Have Revolutionized Gardening

They fill practically every need in cultivating and weeding, will work closer to plants without injuring the roots than any other tool, are suited to both men and women, and cost but a trifle more than the old style hoe.

The sharp tapering shovels enter the soil easily, tearing up every bit of earth from 1 to 5 inches deep as required, leaving the ground level, loose and untrampled.



A "Norcross" tool will prove profitable in any garden, large or small, at home or abroad. Thousands are being exported to Canada, Australia, N.Z., S. America, S. Africa, Great Britain and Denmark.

We solicit export trade and give same our very best attention. Agency connection desired with important Importers, "who carry stocks."

The "Norcross" is a Quality Line through and through. Detachable Steel Prongs, Malleable Head, Highest Grade Handles: made in 3 sizes, 5-prong and 3-prong with 4-foot handles. Midget (for flowers) with 9-inch handle.

English or Spanish literature on request.

References: Any Bank in America. Manufactured by

C.S. Norcross & Sons
Bushnell, Ill., U.S.A.

Make Horsemen your better Customers

A good horseman loves his horse, and seeks to save it all he can—save it from discomfort, over-fatigue, gall sores and other things that reduce the horse's efficiency. So when you talk

Ventiplex Sweat Pads Housing, Saddle Blankets

to a horseman, you have an interested man, and you'll have an easy time of it to sell him Ventiplex goods.

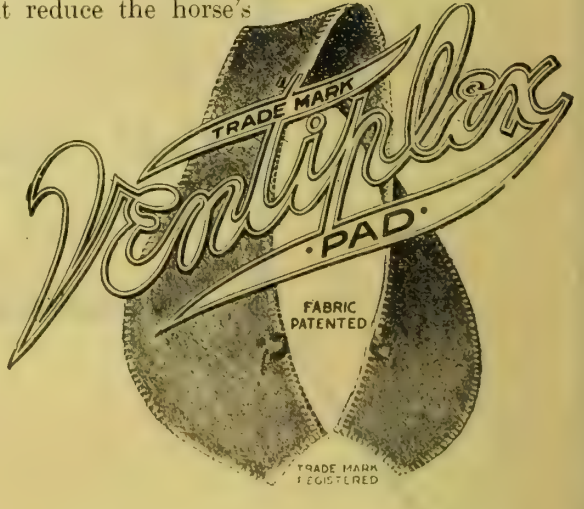
Ventiplex Sweat Pads and Saddle Blankets positively cure and prevent gall sores.

Ventiplex goods can be easily washed when soiled, and will retain their shape, because they are well-made and of first-class material.

Get well acquainted with the Ventiplex line. Send for our catalogue of horses' specialties.

N.B.—We make weather strip for which there will spring up a demand very shortly. Sell all you can. Get the money that will be spent some place or other—whenever the goods wanted can be obtained.

Ventiplex goods are sold by hardware jobbers. Ask their travellers about them.



Burlington Windsor Blanket Company, Limited
793 King Street West, Toronto, Ontario

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Covering the World

HOYT'S Babbitts and Solders

Back of Hoyt Metals is an efficient organization whose business it is to promote the use of Hoyt's Metals wherever civilization spreads. From our four central establishments supplies are sent to all parts of the world at an annual turnover of over $5,000,000.

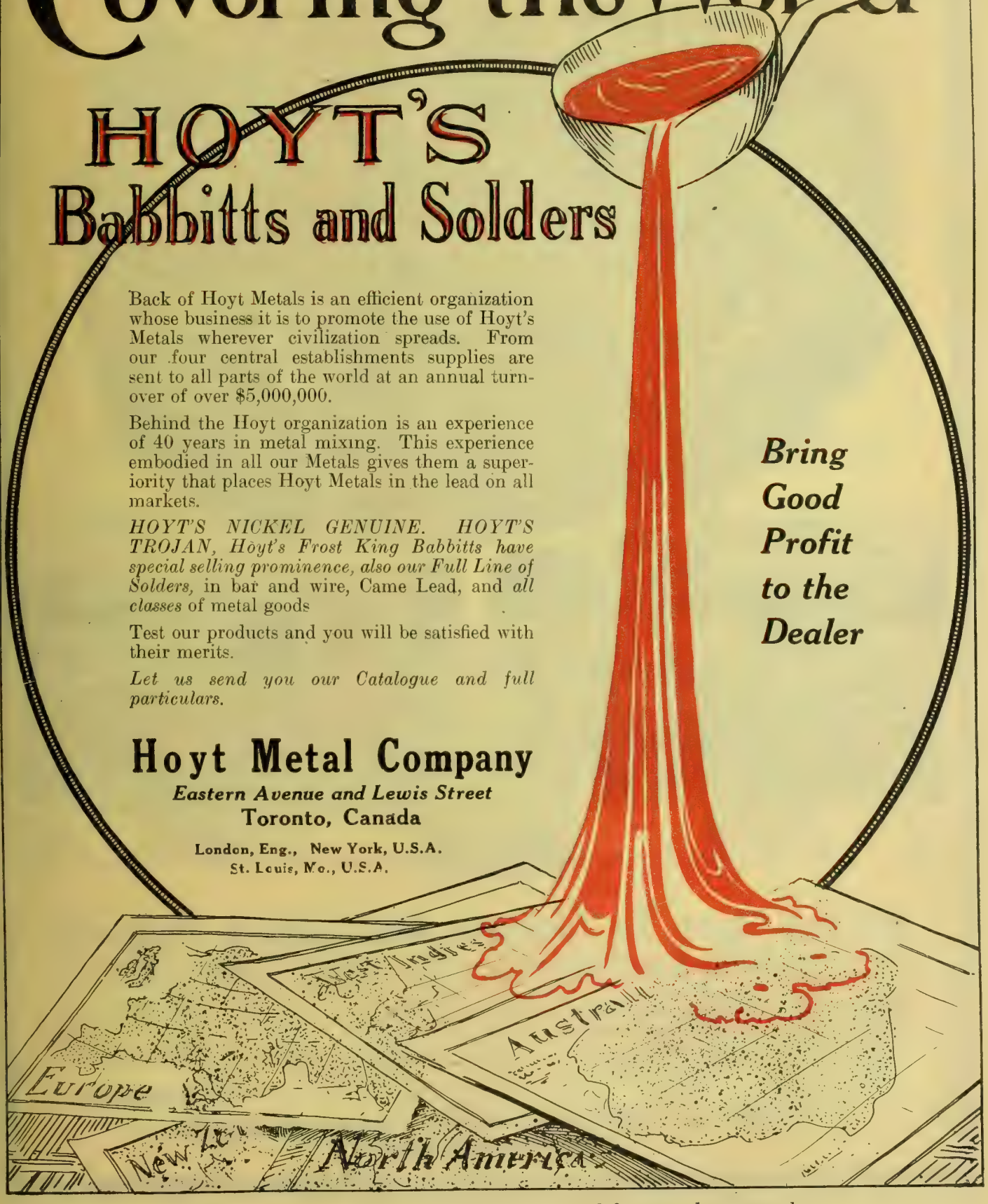
Behind the Hoyt organization is an experience of 40 years in metal mixing. This experience embodied in all our Metals gives them a superiority that places Hoyt Metals in the lead on all markets.

HOYT'S NICKEL GENUINE. HOYT'S TROJAN, Hoyt's Frost King Babbitts have special selling prominence, also our Full Line of Solders, in bar and wire, Came Lead, and *all classes* of metal goods

Test our products and you will be satisfied with their merits.

Let us send you our Catalogue and full particulars.

Bring Good Profit to the Dealer



Hoyt Metal Company

Eastern Avenue and Lewis Street

Toronto, Canada

London, Eng., New York, U.S.A.
St. Louis, Mo., U.S.A.

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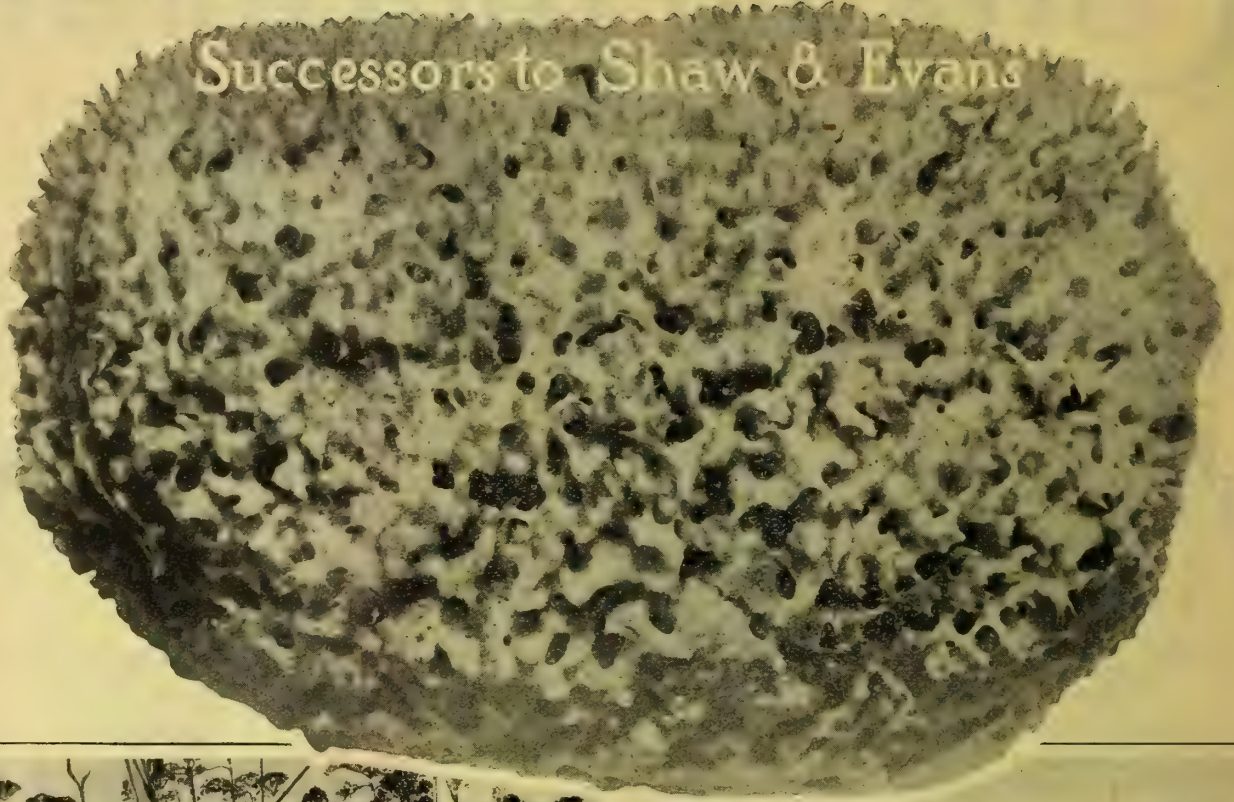
EVANS & CO. LIMITED

Successors to Shaw & Evans



Sponge Fishing Boat

Sponge Packing House

We Are Open To Increase Our Export Business

We are shipping Bahama Sponges direct from the British West Indies to some of the largest Sponge Importing Houses in London, England, New York, U.S.A., and other large centres. We would like to get in touch with further Sponge Importers in any country.

The greatest care is taken in the cleaning, selection, grading and packing of our Sponges, and we claim our packing to be as nearly perfect as it is possible to turn it out.

We make export shipments at the lowest market prices direct from the British West Indies to any part of the world (excepting, of course, our enemies).

We refer you to the Royal Bank of Canada, Nassau, Bahamas, B.W.I., as to the reliability of our packing, etc.

EVANS & COMPANY, LIMITED (*Importers and Exporters*)
MONTREAL, CANADA

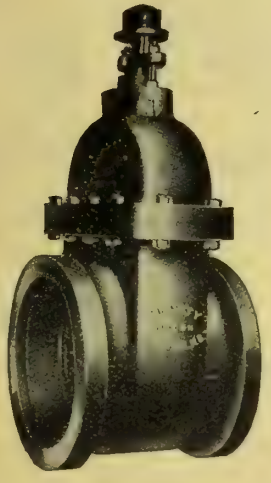
If interested, tear out this page and keep with letters to be answered.

"McAVITY"—"WORLD"
GUN-METAL—IRON BODY
VALVES

GLOBE - ANGLE - CHECK - GATE

Guaranteed for Pressures, 125, 150, 200 or 250 lbs.

Write for Prices, Deliveries and Particulars



Specifications and Inquiries Solicited

T. McAVITY & SONS, LIMITED

HARDWARE AND METAL MERCHANTS, BRASS AND IRON FOUNDERS

ST. JOHN, N.B., CANADA

MONTREAL *Established 1834* WINNIPEG

Cable Address—"McAvity, St. John." *Codes*—A B C, 4th and 5th Editions.

If interested, tear out this page and keep with letters to be answered.

Nails and Wire

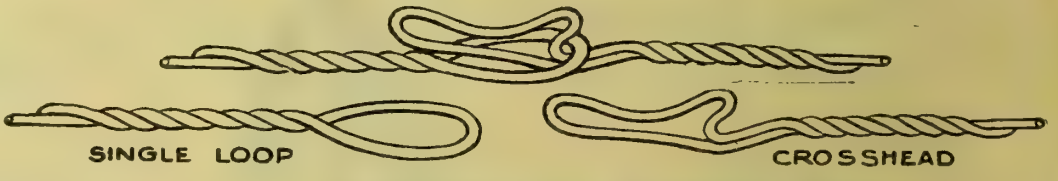
We have actually shipped to all the principal countries in the world. From experience we know how to pack and ship for export, and importers abroad are assured of satisfactory service.

We solicit inquiries from merchants in the British Empire and foreign countries. Quotations are made f.o.b. Atlantic or Pacific Ports, or c.i.f.

We are manufacturers of:

WIRE NAILS — All sizes and patterns, as used in European, Asiatic and Australasian markets. Packed in bags, or in steel-bound, paper-lined kegs.

WIRE—Bright, Annealed, Varnished, Coppered Weaving, Mattress and other fine tinned wires.



Special Hay Baling Wire

WIRE BALE TIES—Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in 56 lb. bundles, oiled with linseed oil. Single loop tie has loop at one end; cross head tie has loop at one end and hook at other, as illustrated above.

FENCE STAPLES—Bright and Galvanized.

The Laidlaw Bale-Tie Co., Limited

HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, ONT.; Harry F. Moulden, WINNIPEG, MAN.; H. E. O. Bull, MONTREAL, QUE.; Geo. W. Laidlaw, VANCOUVER, B.C.

LONDON, ENGLAND: M. BRYAN, 24 ALDGATE

All Atlantic Ports from Baltimore north, are equally convenient to Hamilton.

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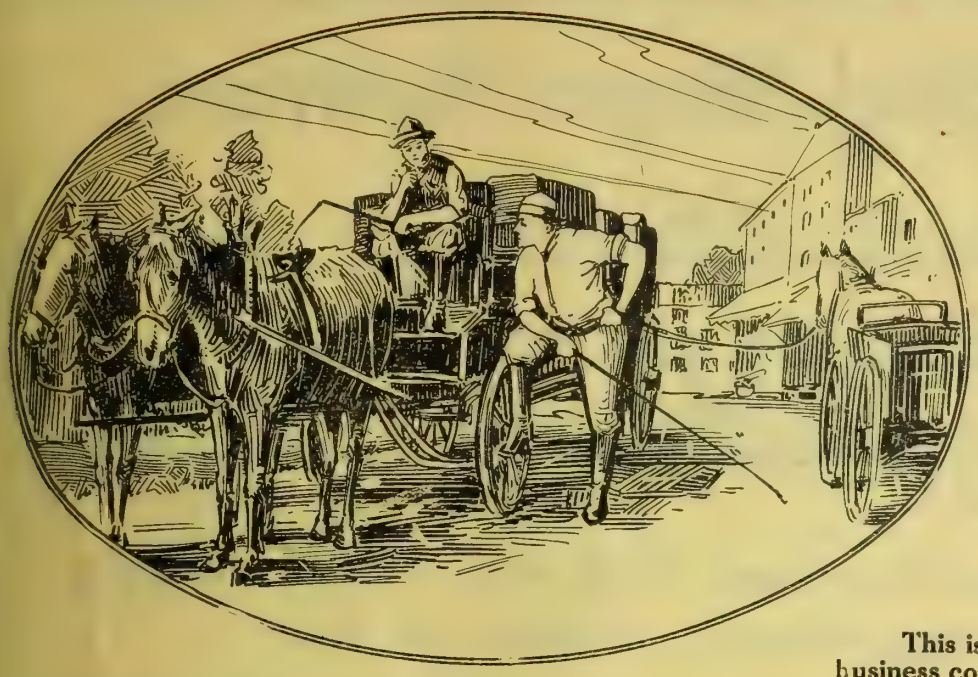


"Whip broken, Bill?"

"Yes, Jack, I can't keep the blamed thing any length of time. I am as careful as any man could possibly be with them, too. Why don't they make whips that last?"

"They do, Bill. Go to Smith's Hardware Store and ask for a Flexo-Spring Whip—that's the kind I have—and it has lasted for months and months."

"Thanks, Bill, I'll go there."

This is the way business comes to agents for the

Flexo-Spring Whip

FEELS LIKE WHALEBONE

WEARS LIKE RAWHIDE

GUARANTEED TO STAY UP AND KEEP PLIABLE UNTIL WORN OUT

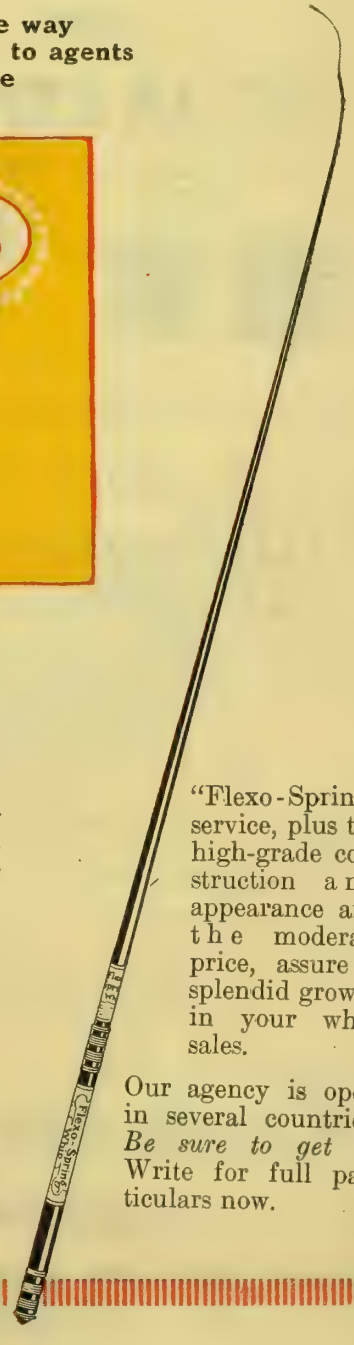
HAMILTON WHIP COMPANY
HAMILTON, CANADA

Three Concrete Reasons for the Superiority of Flexo-Spring Whips

1. After the rattan has been turned to shape, and before the sap has a chance to dry, *O'Brien's Rubberized Coating* is brushed on in such a way as to form an artificial bark. This coating keeps the sap in the rattan indefinitely. It cannot dry out and become brittle as is the case with many ordinary whips. That is why Flexo-Spring Whips permanently retain their flexibility and toughness.

2. Over the rubberized coating, there is an *English cushion outer cover*, double plaited, which forms a durable protection from wear and weather.

3. A Hand-Made Philadelphia Snap is used on Flexo-Spring Whips.



"Flexo-Spring" service, plus the high-grade construction and appearance and the moderate price, assure a splendid growth in your whip sales.

Our agency is open in several countries. *Be sure to get it.* Write for full particulars now.

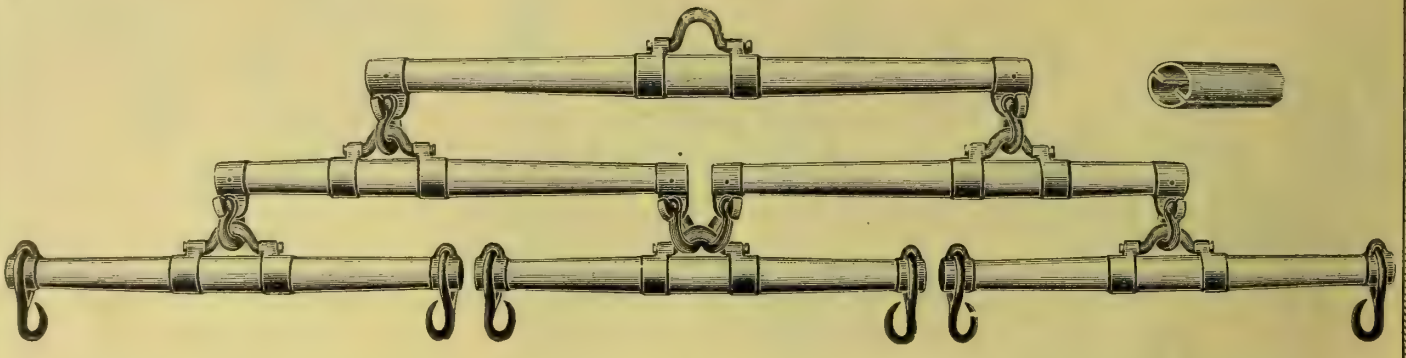
HAMILTON WHIP COMPANY

MAKERS OF WHIPS AND LASHES

HAMILTON - - CANADA

Agents for Australasia—B. SINGER & CO., Sydney, N.S.W

Tubular-Steel Wagon Hardware



Whiffletrees, Doubletrees and Neckyokes—in all standard sizes. Well Painted. Ready for Use.

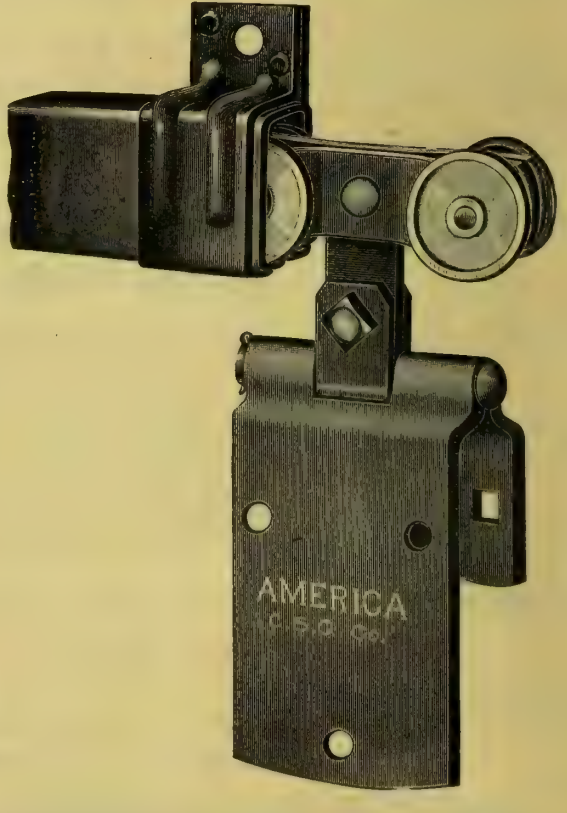
NOT AN EXPERIMENT—A PROVEN NECESSITY

THE MOST POPULAR
THE MOST EFFICIENT
CREATING A "STANDARD"
IMITATED EXTENSIVELY

THE HANGER

that you will eventually stock because your trade is entitled to the best you can get for them.

Prices on application.



Manufactured by

Canada Steel Goods Co.
LIMITED

HAMILTON, CANADA

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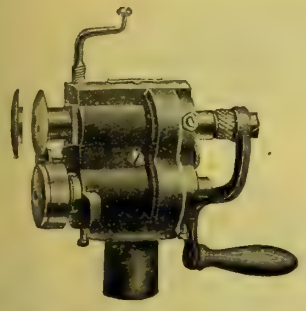
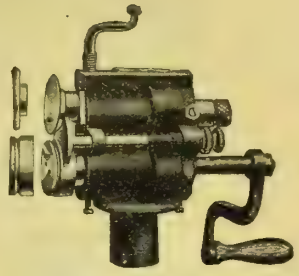
Sheet Metal Working Machinery

Of Any Description



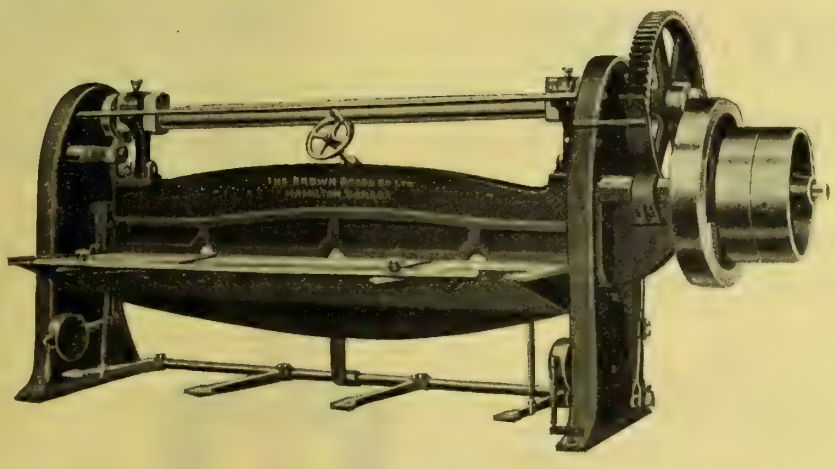
Encased Large Burr

No. 9. Slip Roll Former

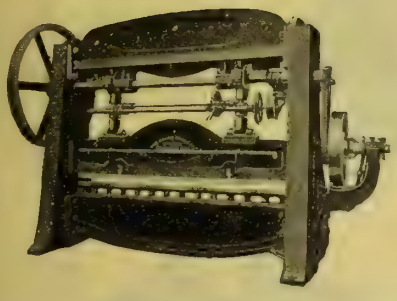


Encased Small Turner

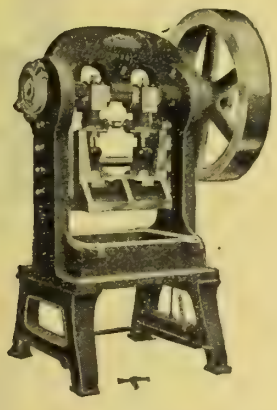
For
Quality
Efficiency
Durability



For
Speed
Accuracy
Production



No. 500. Power Brake or Press



No. 20½. Power Press

No. 126.
Deep Throat Power Punch

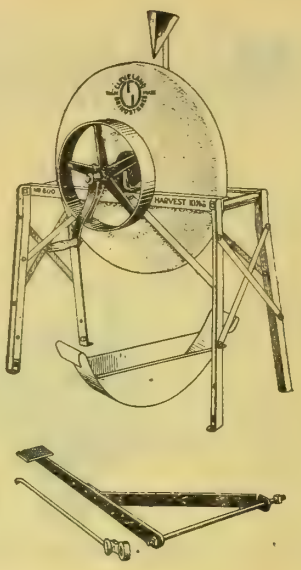
THE BROWN, BOGGS CO., LIMITED

HAMILTON, CANADA

Manufacturers of
Tinsmiths' Heavy Sheet Metal Working Machinery, Canners and Evaporating Machinery, Etc.

SPECIAL ATTENTION TO EXPORT ORDERS

If interested, tear out this page and keep with letters to be answered.



HARVEST KING Power Grindstones

Steel frame for strength, **"CLEVELAND GRINDSTONE"** for quality.

The new power model, A WONDER, considering price.

Service and Quality on this basis offer **"CLEVELAND GRINDSTONES."**

Sold only to Hardware and Implement Dealers.

Write for catalogue of complete line of Grindstones and Scythestones, also selling helps to dealers.

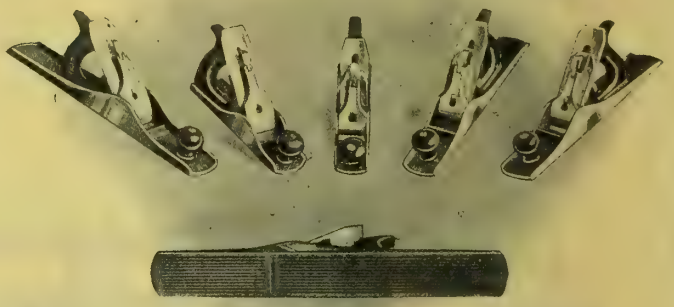
CLEVELAND TRADE MARK GRINDSTONES

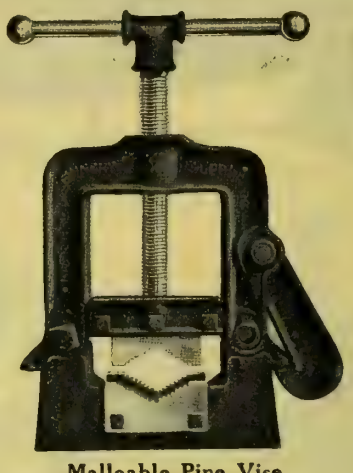
Use this Trade-Mark for your own benefit. It protects the dealer and his customers against inferior stone. This Trade-Mark is on every GENUINE Cleveland Grindstone.

The Cleveland Stone Co.
Leader-News Building
CLEVELAND - - - OHIO

NATIONAL PLANES

NATIONAL



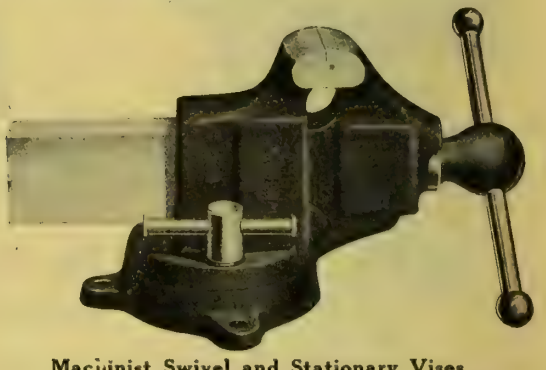


Malleable Pipe Vise

Three of our Best Lines

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.

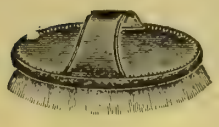
Write for Catalog and Discounts.



Machinist Swivel and Stationary Vises

National Machinery and Supply Co., Limited
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.



Two Hundred Successful Merchants are using Hardware and Metal's Advertising Electros.

THE W. W. COOPER COMPANY LIMITED
WE SELL EVERYTHING
DIAMOND C BRAND COOPER'S GUARANTEE
EVERYTHING WE SELL WE GUARANTEE

SWIFT CURRENT, SASK. Sept. 20, 1916.

Messrs,
Hardware and Metal,
143-153 University Ave.,
Toronto, Ont.

Gentlemen:-

We beg to acknowledge receipt of your favor of the 16th., also cuts as mentioned therein and for which we thank you.

We are now using about fifty of these with good results.

Yours truly,

THE W.W.COOPER COMPANY Limited.

P/H. per.

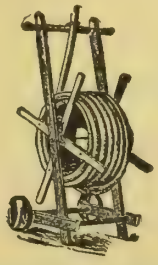
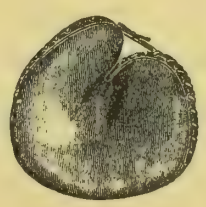
Since we announced HARDWARE AND METAL'S Electro Service about a year ago, nearly 200 subscribers have availed themselves of the opportunity to secure cuts for their local advertising at low cost.

The letter from The W. W. Cooper Company, reproduced above, is only one of many which we have received from merchants who have had good results from using these cuts.

You can have equally good results from a judicious selection of electros combined with good "copy." Write now for free proof sheets showing our complete assortment of hardware electros. They cost only 20 cents each, and they will open up big possibilities for expanding your sales.

HARDWARE AND METAL

143-153 University Avenue, Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

ESTABLISHED 1866

A. C. LESLIE & CO., LTD.

IMPORTERS and EXPORTERS of

Iron, Steel, Metals, Chemicals and Fire Bricks

560 St. Paul St. W. Montreal

Cable Address:
LESLIE, MONTREAL

Codes:
LIEBERS, WESTERN UNION

Bentley's A.B.C.—4th and 5th Editions

PEERLESS ORNAMENTAL FENCING

LOOK YOUR TOWN OVER

and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

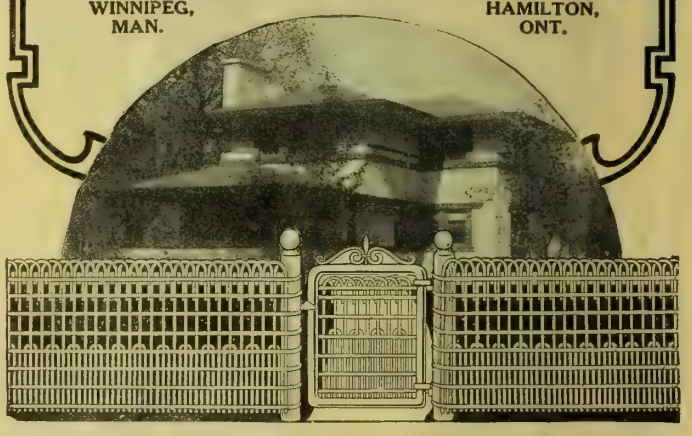
Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

You can easily afford to send a man out to take orders. Let us tell you about it.

Send for Dealer's Proposition

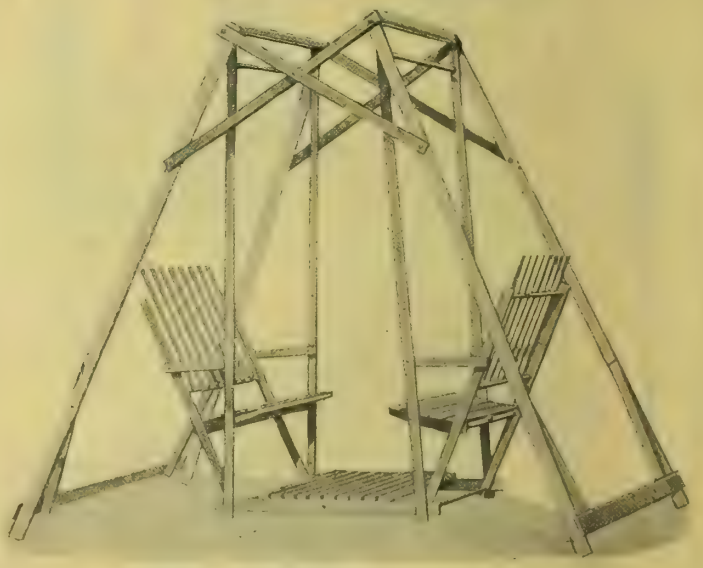
Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing and gates. There's a big fence trade waiting for you. WRITE TODAY.

The Banwell-Hoxie Wire Fence Co., Ltd.,
WINNIPEG, MAN. HAMILTON, ONT.



LAWN SWINGS

FOR 2 OR 4 PERSONS



The derrick is 9 feet high, painted red and glazed with good outdoor varnish. The cross-arms, hangers, and seats are finished on natural wood. This swing is amply large for four persons and folds completely. Weight, each, 115 lbs.

ORDER NOW AND GET FAVORABLE PRICES

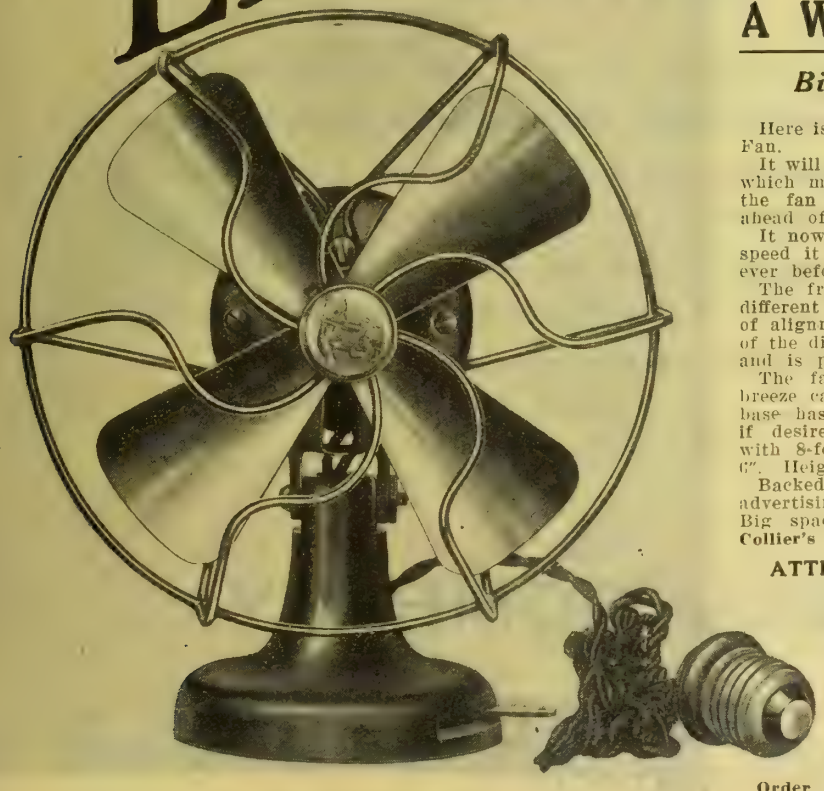
J. E. BEAUCHAMP & CO., Manufacturers, MONTREAL

AGENTS:—Ontario, H. E. Johnson, Toronto; Quebec, C. R. Frechon, Montreal; Western Canada, T. A. Corley & Son, Winnipeg; Maritime Provinces, W. J. Grant, Toronto; South America, F. S. Williams, Ltd., Buenos Aires; British Colonies, Dominion Exporters, Ltd.

Polar Cub

REG. U.S. PAT. OFF.

Electric Fan $7.50



A Whirlwind Seller!

Bigger Value Than Ever

Here is the new Model C Polar Cub Electric Fan.

It will still retail for the low price of $7.50 which made the Polar Cub the sensation of the fan industry. But in value it is far ahead of previous years.

It now has two speeds and stop. At high speed it gives a much stronger breeze than ever before.

The frame is die-cast, thus eliminating 51 different parts. It cannot possibly get out of alignment. Bearings are an integral part of the die-casting. The guard is spot-welded and is positively unbreakable.

The fan is adjustable to any angle—the breeze can be thrown in any direction. The base has a hook for attaching to the wall if desired. Porcelain insulated. Equipped with 8-foot cord and plug. Blade diameter 6". Height of fan 8". Net weight 3 lb. 5 oz.

Backed by a powerful campaign of national advertising throughout the selling season. Big space in **The Saturday Evening Post, Collier's** and other magazines.

ATTRACTIVE PROFIT ON EVERY FAN

Trade discounts as follows:
Less than 6 Fans .....$5.00 each
Six Fans and Over ..... 3.75 "
Terms: 2/10/30, f.o.b. New Haven.
Full freight allowed.

Fans packed 6 and 12 to the package. Upon request we furnish free striking, sales-making store display material.

Order Early.—We have largely increased our production facilities, but, despite this, the demand will probably exceed the supply.

So place your order now. If further information is wanted, write us.

The $7.50 Fan with Two Speeds

MENZIES & CO., Limited
439 King Street West, Toronto, Ont.

Canadian Representatives:
The A. C. Gilbert Co., U.S.A.

Quality

THE leader in every industry, to maintain his lead, must safeguard the quality of his products.—Rigid inspection and careful supervision are important factors.—To products of iron and steel this principle applies with tremendous force.—It means safety, security and stability.—We safeguard the quality of our products, believing quality will be recognized long after the price is forgotten.

Service

OUR customers must be served. One of the dominating factors in any successful business is Service.—We succeed only through the good will and good wish of the people we serve.—This thought premeates our entire Organization, from the President down.—Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON - - MONTREAL

Quality Service

The Steel Company of Canada, Limited

PRODUCTS

"HAMILTON" PIG IRON
BASIC, MALLEABLE AND FOUNDRY

IRON AND STEEL
BLOOMS, BILLETS, BARS, WIRE RODS, ANGLES, CHANNELS
PLOW BEAMS, ETC.

FORGINGS
Car Axles, Shape and Drop Forgings, Horse Shoes, Carriage and Automobile Hardware, Top Goods, Etc.

WIRE, ETC.
Steel, Brass, Copper and Bronze, Heavy and Fine, Bright Annealed, Coppered, Liquor Bright, Galvanized and Tinned. Stranded, Steel and Copper Cable, Clothes Line, Wire Nails, Staples, Barb Wire, Woven Wire Fencing, Fence Gates

RAILWAY FASTENINGS
Angle Bars, Track Bolts, Tie Plates, Spikes, Tie Rods, Etc.

NAILS, SPIKES, RIVETS, ETC.
Wire, Cut, Boat and Horse Shoe Nails, Railway, Pressed and Drift Spikes
Tacks and Shoe Nails, Steel and Copper Rivets and Burrs, Iron, Brass and Copper

POLE LINE HARDWARE
Pole Steps, Cross Arm Braces, Guy Clamps and Guy Rods, Etc., Black and Galvanized

BOLTS, NUTS AND WASHERS
Machine, Carriage, Elevator, Stove, Tire and Sleigh Shoe Bolts, Blank, Tapped Nuts and Washers

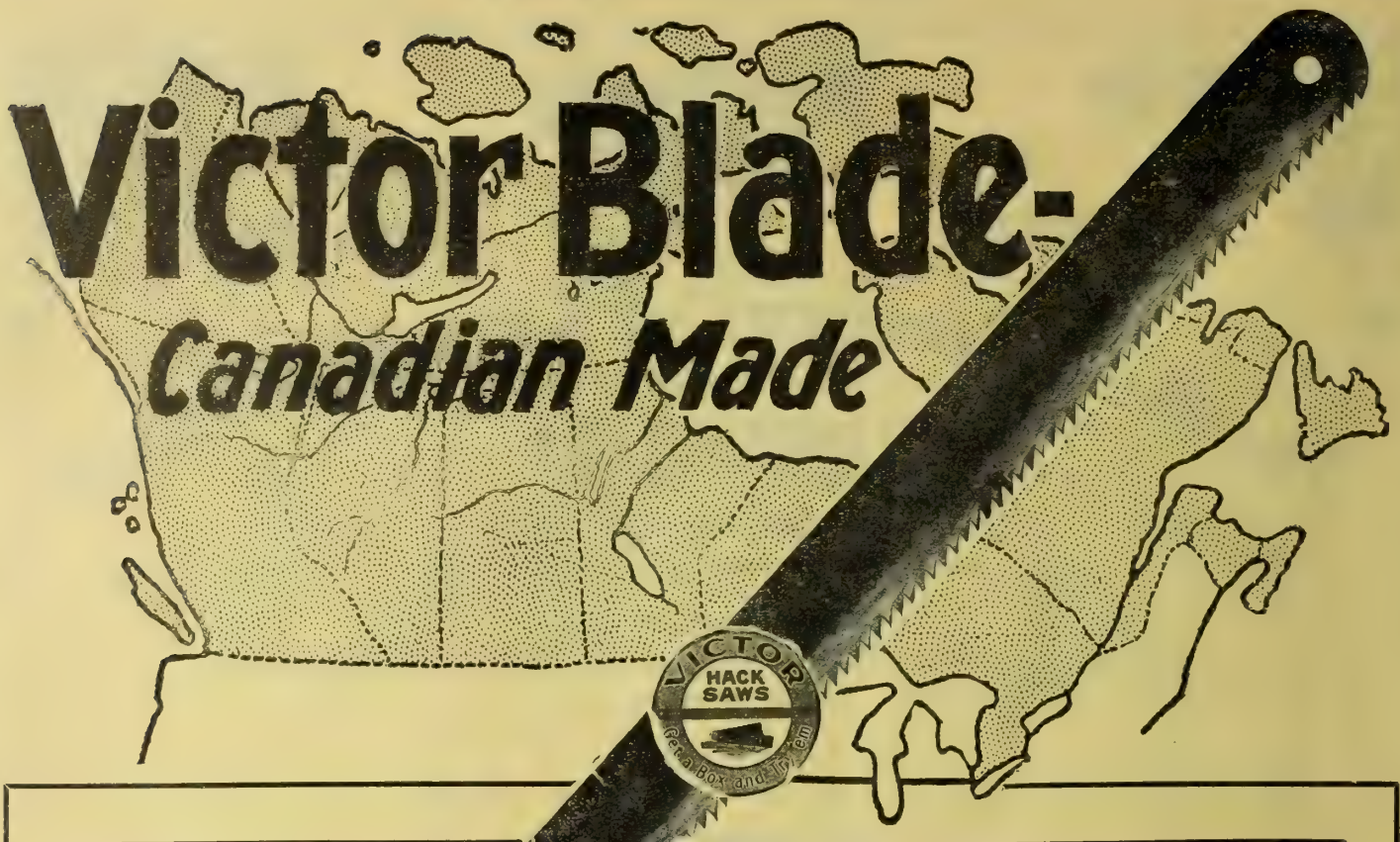
WROUGHT PIPE
Black and Galvanized Nipples and Couplings

SCREWS
Wood and Machine Steel, Brass and Bronze

LEAD PRODUCTS
Lead Pipe, White Lead, Shot and Putty

The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG



Victor Blade---
Canadian Made

Whatever the purpose, there's a Victor Saw Blade especially suited for it.

Victor Blades give unequalled service in *high speed machines.* They are used exclusively in Canadian Munition Plants.

VICTOR SAW WORKS, LIMITED

HAMILTON, ONTARIO

British Office: 2 and 3 West Street, Finsbury Circus, London, E.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

MADE IN CANADA

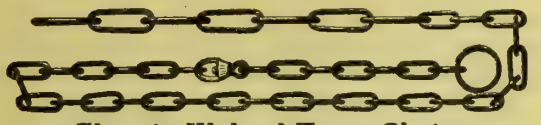
Design Patented

Electric-Swell-Weld Coil, Loading and Boom Chain

Sizes ⅛ to ¾ in. inclusive

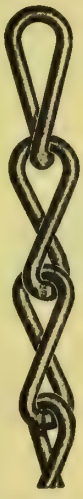
Electric-Swell-Weld Logging Chain

Sizes ¼ to ¾ in. inclusive



Electric-Welded Trace Chain

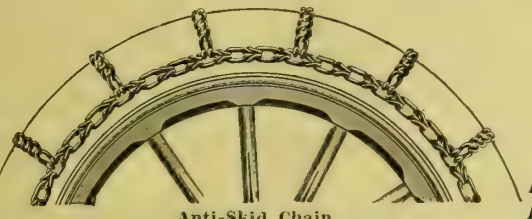
all sizes, lengths and styles



Canadian Pattern Machine Chain

Canadian Pattern Coil Chain

25% More Weld More Value



Anti-Skid Chain

25% More Wear More Sales

Galvanized Triumph Pattern Chain

Write for Prices, etc.

McKINNON CHAIN COMPANY

ST. CATHARINES, ONTARIO, CANADA

In Answering Advertisements

It will greatly oblige our advertisers and facilitate matters generally if you will give the following information:

(1) Are you a manufacturer, wholesale merchant, agent or consumer?

(2) What are the actual working conditions under which the goods are to be used?

(3) What is the most desirable shipping point—St. John, N.B., Montreal, or New York in bond.

(4) Is special packing desired?

(5) Can you give Canadian or United States references, as to your financial standing?

"VOL-PEEK"

MENDS

All kinds of kitchenware, such as Pots, Pans, Kettles, Buckets, etc., mends Graniteware, Aluminum, Copper, Brass, Iron, Tinware, Enamelled Ware, and all metal articles in two minutes without the use of any tools.

"Vol-Peek" makes a sanitary mend which will last a long time; it becomes part of the article being mended, is easily kept clean, as no food can hide under the mend.

"Vol-Peek" is in the form of a stiff putty, which is easily applied with the fingers; it hardens in two minutes and will stand a temperature of 500 degrees higher than the melting point of solder.

Your customers will want "Vol-Peek" in preference to all other menders when they know how easily it is applied.

"Vol-Peek" has given satisfaction for the last ten years and has a large sale in many parts of the World.

"Vol-Peek" is put up in packages holding enough to mend from 30 to 50 fair-sized holes.

"Special Foreign Offer."—We will send to any part of the World, by parcels post, one doz. packages of "Vol-Peek" mounted on an attractive Display Stand, with a supply of advertising matter, for Six Shillings ($1.50).

Special prices for large quantities delivered C.I.F. and War Risk, your nearest Seaport, or by Parcels Post.

"Exclusive Agencies."—In countries in which we are not at present represented we are open to arrange Exclusive Agencies, and will be pleased to hear from interested parties.

Write to the

"Vol-Peek" Mfg. Co.

P.O. Box 2024

MONTREAL CANADA

MADE IN CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

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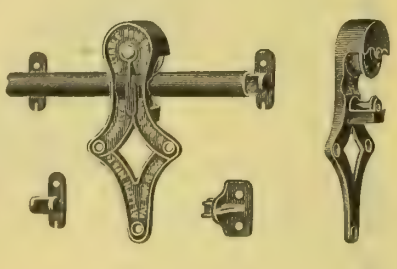
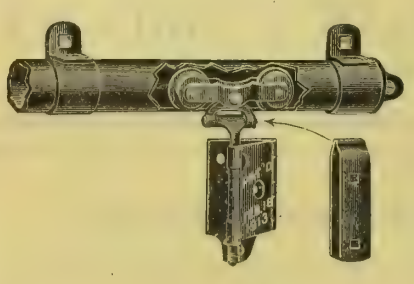
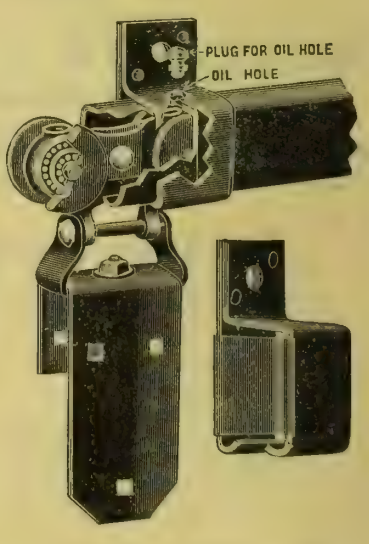
Banks Have Reserves, Life Insurance Companies Surpluses But a Business Man's ASSETS are His SATISFIED CUSTOMERS

In the DOOR HANGER Line, this is our Specialty— to make SATISFIED CUSTOMERS for you.







BECOME THE EXCLUSIVE AGENT in your town (if not already represented) of any ONE of these THREE lines, and you can offer to your BEST TRADE a line that will give them permanent satisfaction.

THEY ARE ASSET BUILDERS.

ALLITH MFG. CO. LTD., Hamilton, Ontario

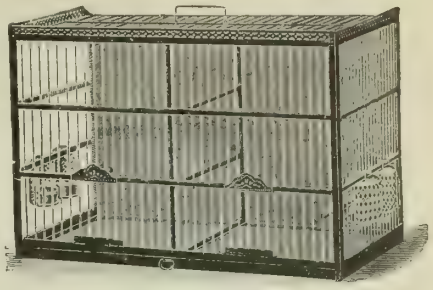
"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

No. 88 Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Jappaned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 22 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.

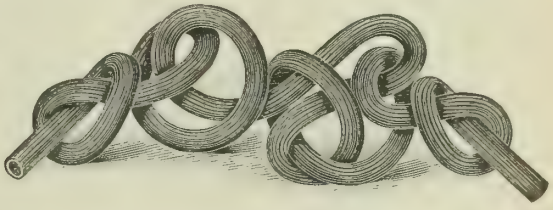


The Andrew B. Hendryx Company

NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink

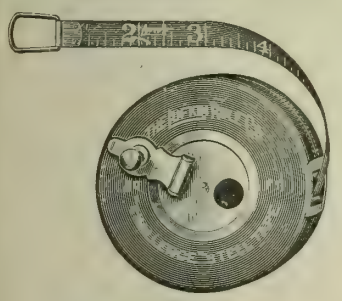


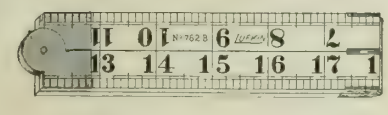
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

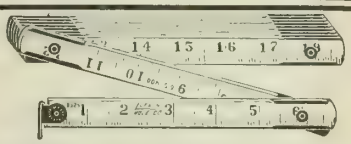
GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

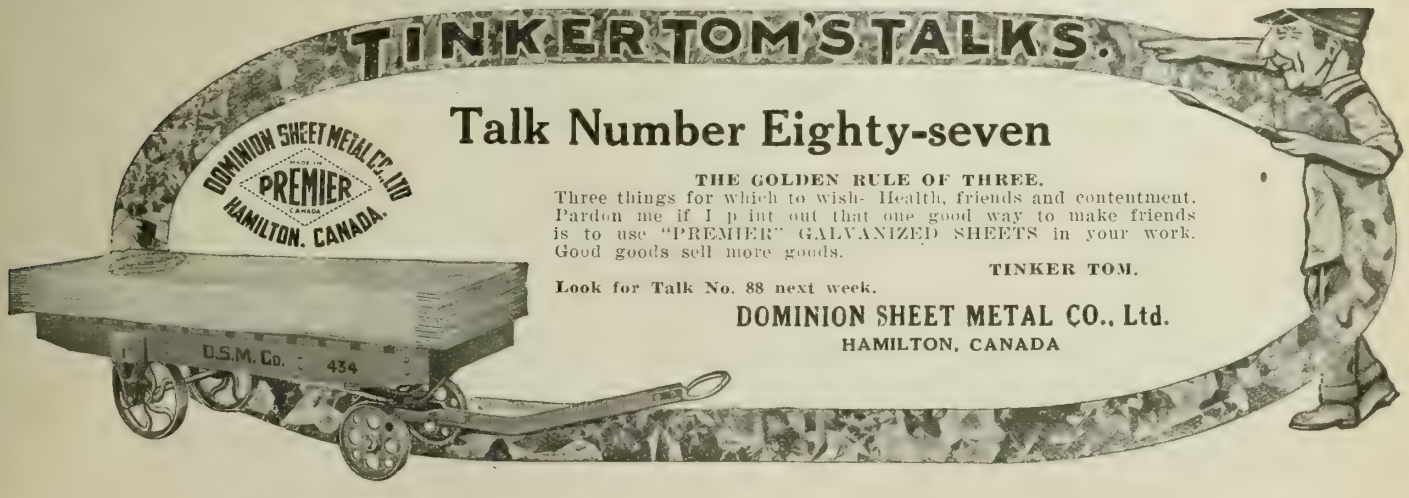
LUFKIN GOODS

ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR

ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.



Talk Number Eighty-seven

THE GOLDEN RULE OF THREE.

Three things for which to wish- Health, friends and contentment. Pardon me if I p int out that one good way to make friends is to use "PREMIER" GALVANIZED SHEETS in your work. Good goods sell more goods.

TINKER TOM.

Look for Talk No. 88 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

"FROST" FENCE FIRST

"Canadianize Your Business"

The up-to-date Wire Drawing and Galvanizing Mills behind "FROST FENCE" give the Hardware Merchant the absolute guarantee that his customers will get service and satisfaction, and you know that satisfaction means not only repeat business; but the development of a permanent business.

The Fence is not only "Made-in-Canada," but more than that, the wire is drawn and galvanized in Canada. Keep your dollars in your own country.

We make complete lines of Gates, Ornamental Woven Wire and Iron Fences. O. & A. Wire, Barb, Coiled, Staples and Baling Wire.

Get the Agency.

THE FENCE WITH THE HOLD-TIGHT LOCK

Frost Steel and Wire Company, Limited

HAMILTON, CANADA

HARDWARE AND METAL

Vol. XXIX
No. 6

PUBLISHED EVERY SATURDAY SINCE 1888

Feb. 10
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,
Coach and
Lag Screws,
Tire Bolts,
Machine Bolts,
Sleigh Shoe
Bolts,
Plow Bolts,
Track Bolts,
Square Nuts,
Hexagon Nuts
Boiler Rivets,
Tinners'
Rivets, Etc.

TRADE

MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

The Demand Came Before the Product

This unique tableware has met with a remarkable response. And, naturally, too—the demand for ware that has the life and looks of sterling silver and yet stands comparison with ordinary plated ware on a price basis, has been long-felt. Enquiries from the trade were insistent. Here, now, is our answer—a line that is winning favorable success everywhere.

The

"PATRICIA"

—With the Silver Mound —

What could be more attractive than this pleasingly simple design? Note particularly that just at the point where ordinary plated ware shows signs of usage, the Patricia line has a mound of Sterling Silver hard-soldered on the back of the bowl of all spoons and forks.

Good wear is assured from this splendid production. Its pre-eminence comes not merely from the silver mound, but also from the durability of the plate—a heavy deposit of silver on an 18 per cent. nickel base.

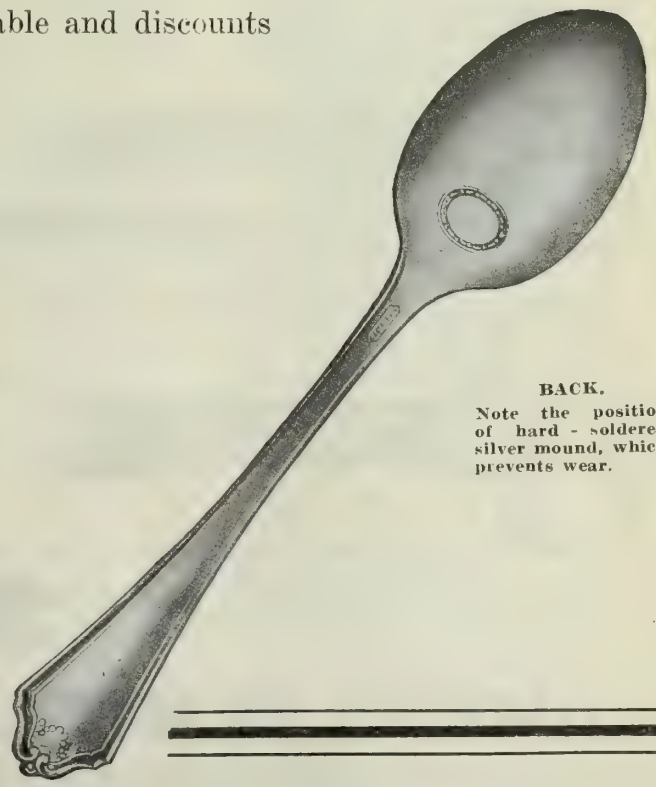
Retail prices, too, are reasonable and discounts are worth while to you.

FRONT.
Note sterling character imparted by combination of Colonial and Bead design.

Write for discounts on:—

1 doz. Tea Spoons	$4.75	1 only Butter Knife	$ .90
1 " Dessert Spoons	8.50	1 " Berry Spoon	2.00
1 " Table Spoons	9.50	1 " Meat Fork	1.25
1 " Dessert Forks	8.50	1 doz. Dessert Knives	8.00
1 " Medium Forks	9.50	1 " Medium Knives	9.00
1 only Sugar Shell	.75		

Oak Cabinets to contain 88 pieces can also be supplied.



BACK.
Note the position of hard-soldered silver mound, which prevents wear.

McGlashan, Clarke COMPANY LIMITED

Niagara Falls - Ontario

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

The Million Dollar Name Saves Time in Selling "Universal" Cutlery

UNIVERSAL SHEARS

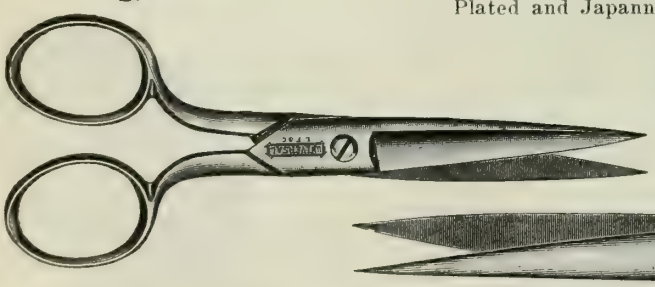
Sharp When They're New—Sharp When They're Old

Perfectly tempered and ground, matched to such a degree of fineness that they never hack the cloth but cut cleanly the heaviest fabrics or the sheerest silks. They may be sharpened and resharpened and a perfect cutting edge will always result.

UNIVERSAL CUTLERY

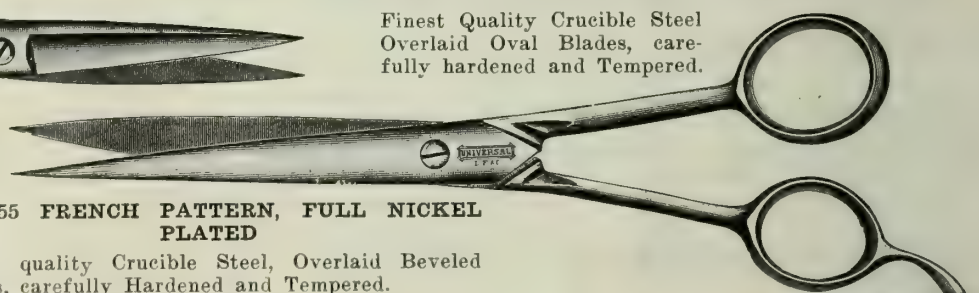
NO. 20 STRAIGHT, FULL NICKEL PLATED

Highest Grade Forged Steel, Overlaid Crucible Blades, Hand Fitted Bows, Nickel Plated and Japanned.



NO. 105 OVAL PATTERN

Finest Quality Crucible Steel Overlaid Oval Blades, carefully hardened and Tempered.



NO. 55 FRENCH PATTERN, FULL NICKEL PLATED

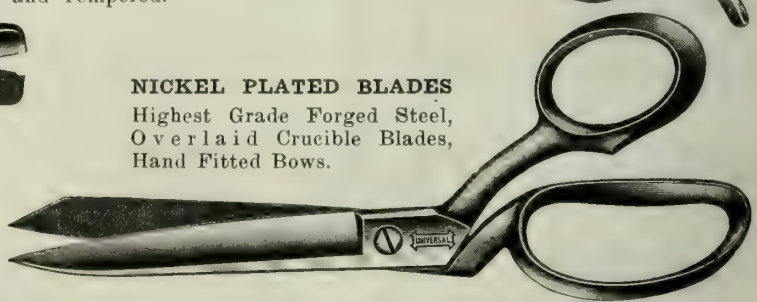
Finest quality Crucible Steel, Overlaid Beveled Blades, carefully Hardened and Tempered.

NO. 95 FLAT PATTERN

Finest quality Crucible Steel, Overlaid Flat Blades, Carefully Hardened and Tempered.

NICKEL PLATED BLADES

Highest Grade Forged Steel, Overlaid Crucible Blades, Hand Fitted Bows.



LANDERS, FRARY & CLARK, New Britain, Conn.

A. McFARLANE & CO., Limited, MONTREAL, Canadian Representatives

If interested, tear out this page and keep with letters to be answered.

Why should your customers pay fifty cents a pound for Butter, when you can supply

Dazey Churns?

DAZEY CHURNS

The price is moderate.

DAZEY CHURNS

Satisfaction Guaranteed.

What are you going to do about it?

Write for full particulars.

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY PREPARED ROOFING, PAINTS and GLASS

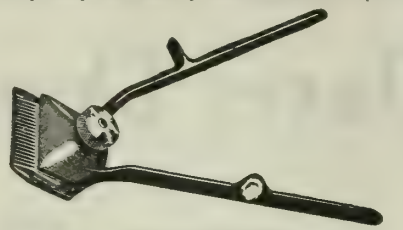
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

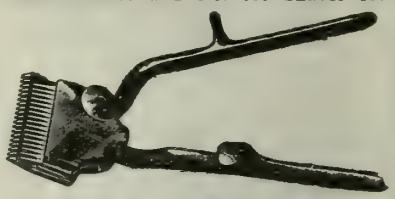
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.

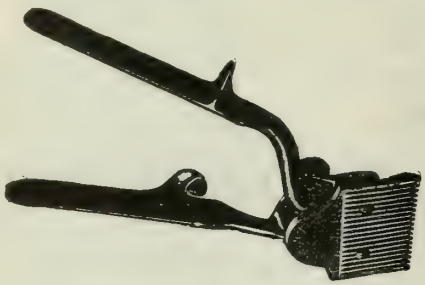
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25



SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

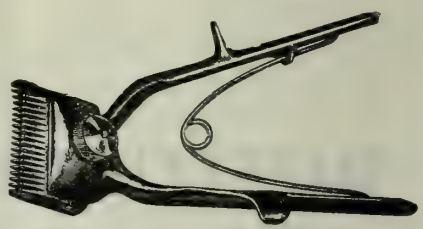
A. MacFarlane & Co.

Coristine Building, Montreal

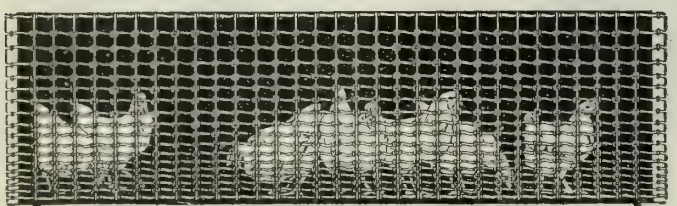
Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about $1.00.



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

PEERLESS THE ALL AROUND FENCE

EVERY month in MacLean's Magazine, and nowhere else will you find the best work of the best Canadian writers.

In MacLean's Magazine, and in no other Canadian publication will you find a synopsis of the best work of the world's best writers every month.

It is different from any other magazine.

Sample on request.

The MacLean Publishing Co., Limited
143-153 University Avenue - Toronto, Canada

ADAMSON

VULCANIZERS

Warning to the Trade:

It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

TRADE MARK

Starrett

REG. U.S. PAT. OFF.

Tools

Maintaining quality on all kinds of mechanical work where fine measurements are important depends on the quality and accuracy of the measuring instruments. No man can work finer than he can measure. Starrett Tools are recognized by manufacturers, tool-makers, machinists, and inspectors as the standards for accuracy.

The more the dealer becomes acquainted with just what the individual Starrett Tool will do, the more he will increase his sales by aiding the machinist in his selection.

Meeting every practical requirement, there are 2100 styles and sizes of these tools. Write for free catalog No. 21MA describing the entire line.

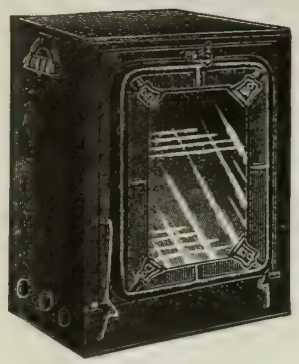
The [redacted]

L.S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers

142-620

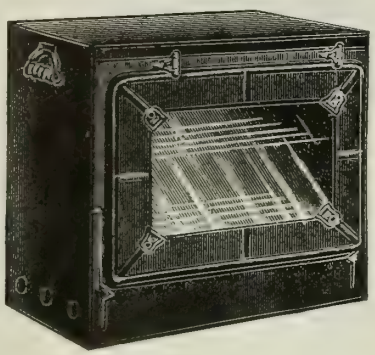
No. 10½.



For One Burner

	Length		Height		Width
Inches	13	x	18	x	13

No. 12½.



For Two Burners

	Length		Height		Width
Inches	20	x	18	x	12

OIL STOVE OVENS

Black Iron Japanned

Glass Paneled Drop Doors

Glass-paneled Oven Doors are very popular on account of the user not having to open oven door when baking is in progress. The Cooking is always in plain sight. This saves the heat and fuel. When light baking is being done, such as cakes, it saves disturbing contents by jarring the oven.

The Thos. Davidson Mfg. Co.
Limited

TORONTO MONTREAL WINNIPEG

MORRISON BRASS VALVES

Morrison Valves are especially adapted for service where the requirements are severe.

They are renewable disc valves, with heavy bodies, spindles and valves, and fitted with gland follower in packing nut.

It is impossible to produce a better line than

MORRISON BRASS VALVES

Full information and prices furnished upon request.

The James Morrison Brass Mfg. Co.,
LIMITED
93-97 Adelaide Street West, Toronto, Ontario

How We Help You Sell Plymouth Rope

"We appreciate the many things you are doing to co-operate with the merchants in furthering the sale of Plymouth rope."

Thus runs a recent letter from a typical Plymouth dealer. And here are two of the forms of co-operation referred to.

A free advertising service which enables you to show more people why they should buy Plymouth Rope and where they can buy it.

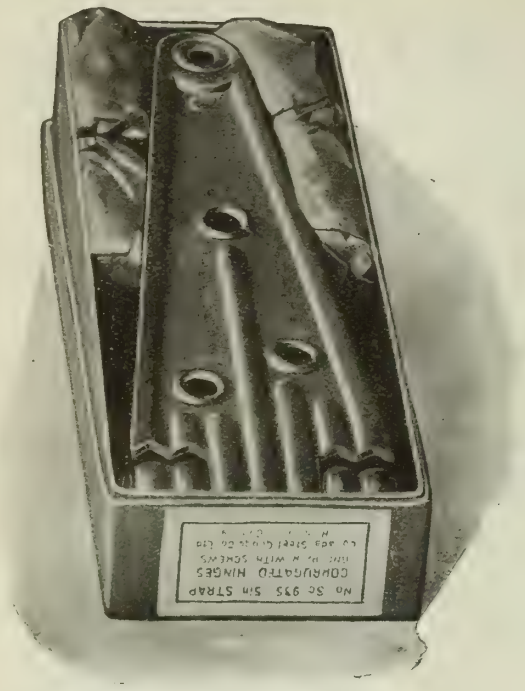
A plan for retailing Plymouth Rope by the foot, which enables you to sell more people—and to do this with less effort and greater profit per sale.

These two factors are helping thousands of Plymouth dealers to build larger and more profitable rope businesses. The same factors will do as much for you.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

If interested, tear out this pageage and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

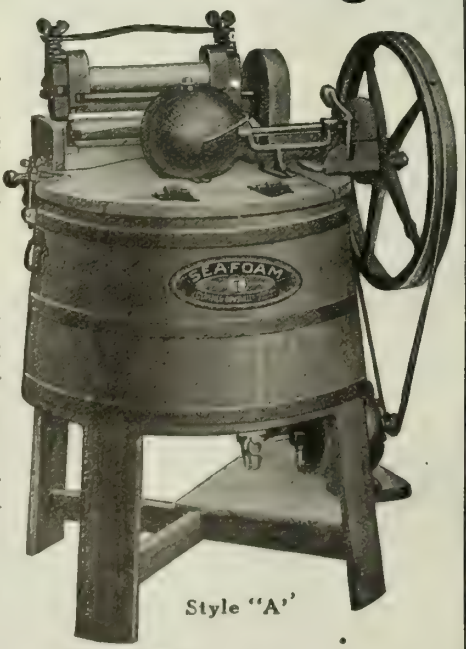
Seafoam Electric Washer and Washer

(2 Styles)

No Worry—LittleWork, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.



Style "A"

Made only by

Cummer-Dowswell, Limited
Hamilton, Ontario

The White Mop Wringers

Because of their wonderfully quick turnover the White Mop Wringers are one of the most profitable commodities any dealer can sell. Their ease of operation and general desirability make a quick and strong appeal to the consumer.

They are virtually self-sellers. They are made of hard Maple or Birch wood and the best malleable iron. They fit on any pail and wring the Mop perfectly.

They are often used as Fruit and Vegetable presses with good results.

White Mop Wringer Company
Fultonville, N.Y.

If interested, tear out this page and keep with letters to be answered.

Quality

THE leader in every industry, to maintain his lead, must safeguard the quality of his products.—Rigid inspection and careful supervision are important factors.—To products of iron and steel this principle applies with tremendous force.—It means safety, security and stability.—We safeguard the quality of our products, believing quality will be recognized long after the price is forgotten.

Service

OUR customers must be served. One of the dominating factors in any successful business is Service.—We succeed only through the good will and good wish of the people we serve.—This thought premeates our entire Organization, from the President down.—Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

Get the Reputation

for selling "standard-grade" tools, and you'll get the trade of every good mechanic in your locality.

The "standard" for files is the

"Famous Five."

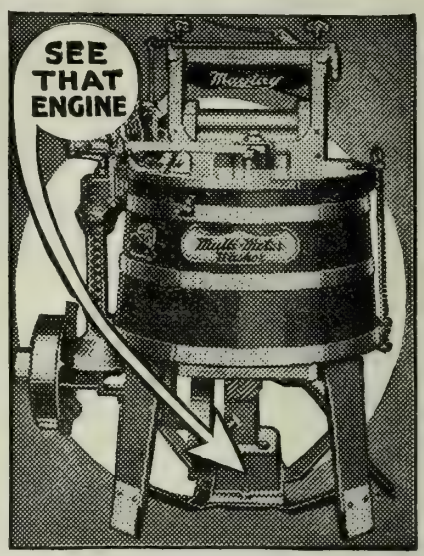
Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
AND
GLOBE

Made in Canada by

We Are Coming To Ontario and Quebec. For Particulars, see below



We have about completed arrangements to have our entire line of washing machines handled by the wholesale trade in both Ontario and Quebec.

Our policy is to give an exclusive contract to one dealer in a town. Applications for agencies will be considered in the order they are received.

There's a Maytag washer of every type—hand, power-driven, electric, and multi-motor—all built to the enviable Maytag standard, and guaranteed for life against mechanical defects.

If interested, write us for full particulars.

The Trade in Alberta should address their inquiries to the Merchants Hardware Specialties, Limited, Calgary.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

TOOL BOOK No. 13

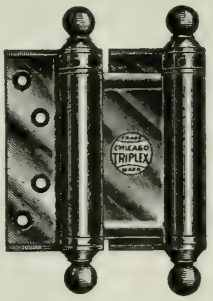
THE GREATEST TOOL CATALOG IS COMING SOON

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

TEST-OF-SERVICE

We are filling repeat orders for Laco-Nitro Lamps from

Munition Factories
Machine Shops
Automobile Factories
Foundries

Our customers are satisfied.

WRITE YOUR DEALER FOR LACO-NITRO GUARANTEE.

Canadian Laco Philips Company, Limited

Montreal Toronto Winnipeg Vancouver

New Profit for You

You can add a new source of profit to your business by selling

Sani-Flush

Something every one of your customers living in a home with plumbing equipment needs.

Magazines reaching nearly all the better class homes in Canada are making your trade familiar with this preparation. Nothing else compares with it for cleaning vitreous china toilet bowls and keeping them sanitary and odorless.

Your jobber can supply you with ***Sani-Flush***—you make a liberal profit.

By writing us that you have ***Sani-Flush*** for sale, you get special selling assistance.

HAROLD F. RITCHIE & COMPANY, LIMITED
10-12-14 McCaul Street - TORONTO, ONT.

1835 **1917**

WEDDINGS CREATE CUTLERY SALES

Brides are buying home necessities. Every housewife needs kitchen cutlery. You can increase your sales and profits if you are in a position to

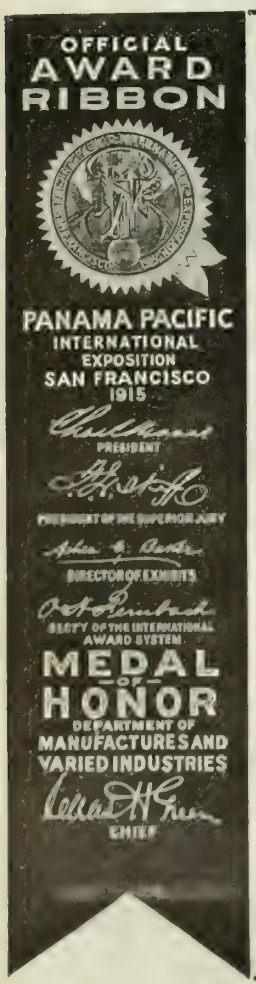
Supply This Demand

There is one line which is sure to please and satisfy even the most critical customer. It's FOSTER BROS.' Cutlery. A timely display of these goods will increase your business and help you secure new customers.

For 25 years FOSTER BROS.' Cutlery has been world famous. It's guaranteed to give satisfaction and to be the highest quality it is possible to produce.

Display this line now. Ask your jobbers for particulars and write for illustrated descriptive catalogue.

JOHN CHATILLON & SONS
85 Cliff Street, New York City
SCALE MAKERS SINCE 1835



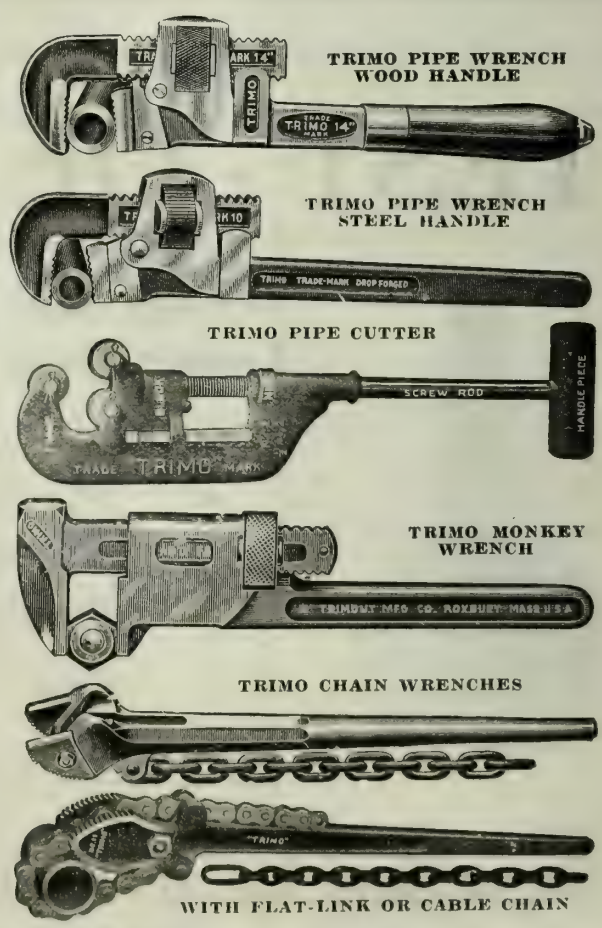
TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.



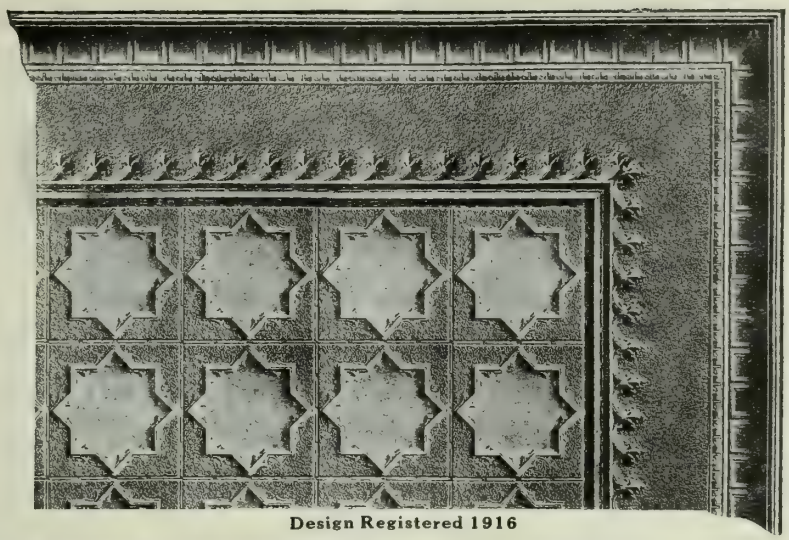
If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

They Sell Themselves!

Keep some of our snappy, illustrated, printed, handy matter on your counter and you'll find good, profitable business in "M-R Co." Ceilings and Walls come to you with very little trouble.

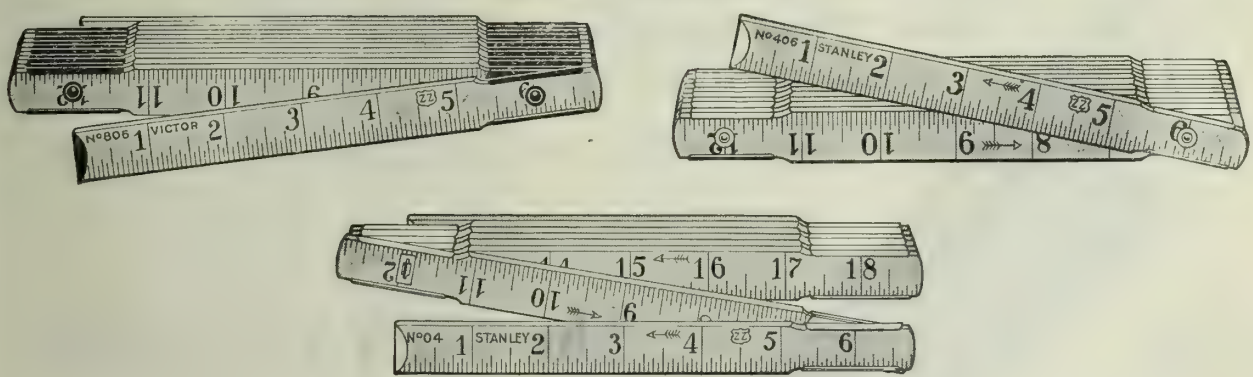
Let us send you selling helps and suggestions—To-day.



Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Stanley Tools



"ZIG-ZAG" RULES

The term "ZIG ZAG" as applied to folding rules made of flexible wood is a trade-mark belonging to this Company. This trade-mark is stamped on the rules either at full length or in its abbreviated form "ZZ."

The Joints used in "ZIG ZAG" rules are made in two distinct styles, the Concealed Joint, in which there is no hole through the wood, and the Rivet Joint, in which the rivet is carried through both wood and joint. Both styles contain a stiff spring which holds the rule rigid when open, even in the longest lengths.

Several other patented features add special value to the Stanley and Victor rules.

Made in all standard lengths and finishes.

Be sure your stock of Folding Rules all bear the name "ZIG ZAG" or "ZZ."

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

—this deep-cleaning machine

not only picks up all dirt, litter and threads, but also all fine dust, moth eggs, and disease germs right out of rugs, wall coverings, upholsteries and tapestries.

OHIO ELECTRIC

is a proven efficient vacuum cleaner.

We have standardized the OHIO ELECTRIC by eliminating all the non-essentials and incorporating all the essentials. Everything has been adopted that has been found practical by experience in the hands of our customers.

It is your desire to offer the best vacuum cleaner that can be manufactured. Fulfill that desire by selling the

OHIO ELECTRIC

We stand squarely behind every OHIO ELECTRIC *machine* we sell. Common-sense tells us that it is more economical to utilize the best materials obtainable than to be continually called upon to replace defective parts.

You'll like our dealer's proposition.

Write us for it.

A principle that has made good.

The United Electric Company

Canton, Ohio, U.S.A.

TORONTO, 159 Richmond St. West

We also manufacture and sell the famous Tuec Stationary Cleaners, more of which are installed than all other types combined.

If interested, tear out this page and keep with letters to be answered.

A Big Pleasure-Giver to 50,000 Homes

If you investigate you will no doubt find some of your customers have been enjoying "Home Comfort" service for over 20 years.

"Home Comfort" Steel Ranges

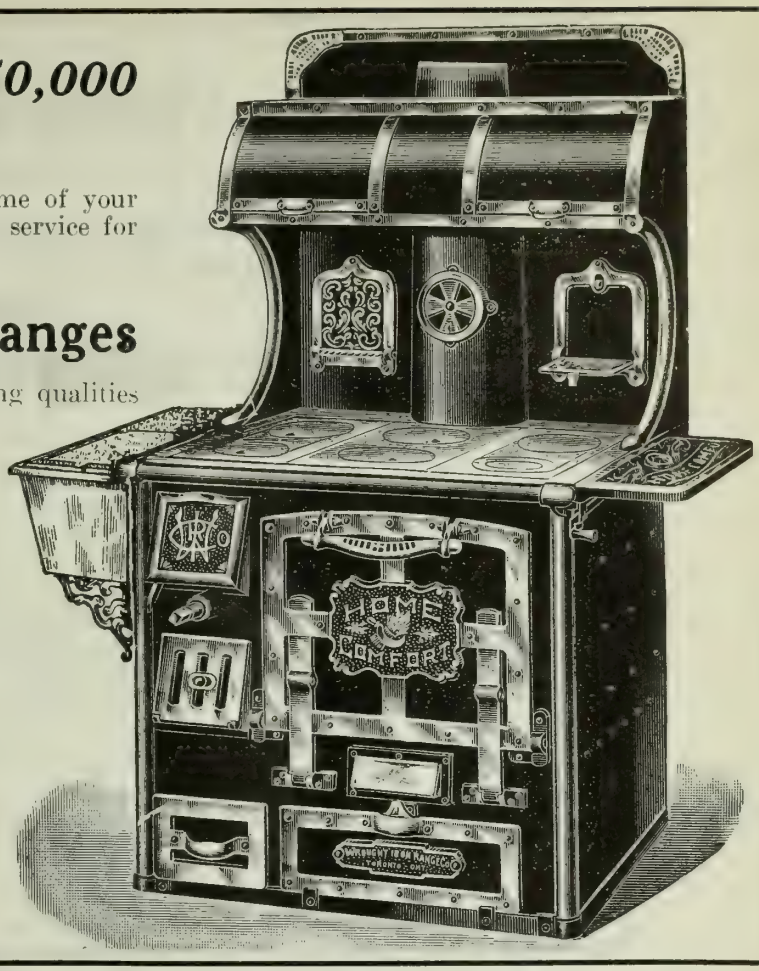
are built for long, heavy duty and their cooking qualities and fuel economy are remarkable.

Home Comfort Ranges are built upon the ideals of practically every housewife. Fifteen years of doing business direct with the consumer have given us a thorough knowledge of what is most desirable in a range and have modelled our product accordingly.

Now sold through the hardware trade.

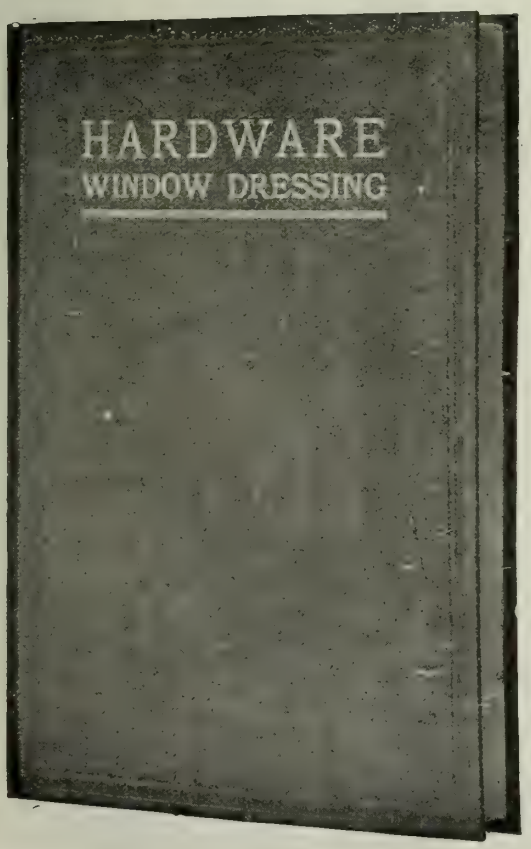
A sure, satisfactory and big profit proposition for you, Mr. Hardware Merchant.

Write for specifications and full particulars.



Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West TORONTO, Ont. Factory: 22 Orillia St.



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

If interested, tear out this page and keep with letters to be answered.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF **$500** OR ANY MULTIPLE THEREOF.

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA,
OCTOBER 7th, 1916.

WHO AND WHAT
ARE THE COMMERCIAL UNDERWRITERS?

THEY are adjusters of bad accounts, NOT a collecting agency. The Commercial Underwriters' system is "Direct from Debtor to Creditor." They refuse to handle any of the merchant's money. Mr. Merchant, if you have any bad accounts, write us. Our system will make them pay. Our system is known as the THIRD DEGREE.

Through the Commercial Underwriter's System you can put your business on a cash basis. John Jones comes into your store and says: "Mr. Merchant, I am working down at the Trunk Factory. I get paid every two weeks. I want to do my trading in your store." "All right, Mr. Jones, how much credit do you want every two weeks?" "I want ten dollars' worth, Mr. Merchant, and as soon as I get my pay I will pay you." Now, Mr. Merchant, you do not know whether John Jones is sincere in what he says or not. Your past experience will tell you that all men do not live up to their word. You say, "Yes, sign this charter of the Commercial Underwriters, and I will trust you." You send the charter into the Commercial Underwriter's office, and anytime that Jones runs away or fails to pay you, we will, and in three days after the notification reaches our office, your money that Jones owes you is on its way to you —putting your business on a cash basis.

This morning's mail brings us letters from merchants reporting to us, who have paid. In a letter from Oshawa the merchant says: "Some of the money you have adjusted for us is like finding it, and we thank you." Another letter from a merchant in Hanover says, "Come on to Hanover, and I will take you out and introduce your representative to the other merchants, and tell them what the Commercial Underwriters have done for me." Another merchant from Mount Forest says: "Your system of adjusting debts is a Wonder." Another merchant from Palmerston writes: "Note that Mr. So and So has paid his account, which is outlawed." A Doctor from Drayton writes, thanking us for adjusting over twenty-five accounts. What we have done for others, we can do for YOU.

Write us and we will send you full particulars. The best piece of advertisement we have is "SATISFIED MERCHANTS," and we have them all over the country.

COMMERCIAL UNDERWRITERS

36 JAMES STREET SOUTH :: :: :: HAMILTON, ONTARIO

If interested, tear out this page and keep with letters to be answered.

What Every Hardware Dealer Should Know

First : That the hardware business is changing.

Second: That it is swinging over from the handling of tools, nails, wire, wheelbarrows, etc., to the stocking and pushing of automobile accessories.

Third : That automobile accessories—particularly automobile lubricants, are yielding hardware men quick sales and good profits.

Fourth: That **POLARINE** and **GARGOYLE MOBILOILS** are among the leaders in popularity with the hardware man.

WHY?

BECAUSE they yield 33 1-3% profit or more according to the quantity you handle.

BECAUSE they are widely and continuously advertised to your customers.

BECAUSE hundreds of hardware dealers have learned from actual experience that all the foregoing is true.

POLARINE, which is now supplied in two grades, called Polarine and Polarine Heavy, will be advertised more extensively this year than ever before in newspapers, motoring magazines, and farm papers from coast to coast.

GARGOYLE MOBILOILS, supplied in four grades for engine lubrication, and sold by a Chart of Recommendations to insure the use of the correct grade, have been sold by us in Canada for some years. These oils will be advertised in the Hardware Trade Press, and the Motoring Magazines during 1917.

The Imperial Oil Company offers you the co-operation of extensive dealer helps in marketing both POLARINE and GARGOYLE MOBILOILS. Signs, booklets, circulars, window trims, counter cards, etc., are available to you in pushing these excellent products.

This is your opportunity to join with hundreds of other Hardware dealers in the profits, and permanent patrons which will result from your co-operation in the handling of these products.

Please address us at 56 Church St., Toronto, for full information. We will answer by return mail.

The IMPERIAL OIL COMPANY Limited
BRANCHES IN ALL CITIES

Why You Should Sell Ferry's Seeds

SEEDS and garden hardware are closely related. You can sell Ferry's Seeds to regular buyers of hoes, rakes, spades, cultivators, etc. Your customers for any articles of hardware will be attracted by your display of Ferry's Seeds. Seeds help hardware sales and hardware helps seed sales. You make the profit on both and you make new customers for every line in your store.

FERRY'S SEEDS

are the Royal Family of the seed kingdom, descendants of a pedigreed lineage that have been tested for sure germination, growth and productiveness. When you put one of our attractive display cases on your counter you are offering your customers the result of sixty years of experience in scientific, practical seed culture. This Ferry Seed quality is known to thousands. You can cash in on this prestige. Write for our interesting dealer proposition.

D. M. FERRY & CO., Windsor, Ontario

CLASCO

OPPORTUNITY

(Hardware and Metal, Jan. 13, 1917)

"The most significant factor for the Hardwareman to consider, at the present time, is the increase in the use of motor cars. . . . .

"It is no exaggeration to say that the time is now in sight when every man will own his car. . . . .

"From the standpoint of the Hardwareman this means an ever-increasing sale of motor accessories . . . in which foresighted Hardwaremen are sharing.

"Truly this is the greatest opportunity that has ever presented itself to the Hardwareman."

Motor Car Lamps form the most important item of the various accessories, and CLASCO Motor Lamps doubtless the most attractive.

Strictly a high-grade, quality lamp, up-to-the-minute in all refinements, in every sense Canadian-Made, CLASCO Motor Car Lamps suit the situation and command first consideration when considering the accessory business.

Write the nearest branch house of—

Canadian Fairbanks-Morse, Ltd.; Cutten & Foster, Ltd.; F. S. Evans & Sons; Hyslop Brothers, Ltd.; John Millen & Son, Ltd.; Northern Electric Co., Ltd.; Motor Car Supply Co., Ltd.; W. H. Petrie Hardware Co., Ltd.; Wood, Vallance & Leggat; James Walker Hardware Co., Ltd.

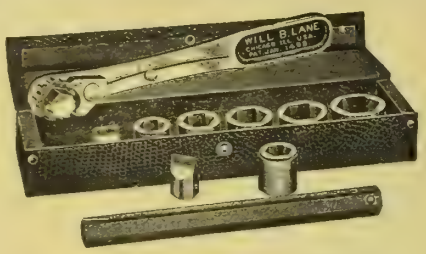
A. E. HINDS & CO., Winnipeg, Special Western Representative

OR

Canadian Lamp & Stamping Co., Limited

FORD, ONTARIO

If interested, tear out this page and keep with letters to be answered.



LANE'S UNIQUE RATCHET WRENCH

FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.

The sales of Lane's Ratchet Wrench Sets are constantly increasing in velocity. They are unequalled for close work and are becoming favorites with mechanics.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. **Warranted not to break or spread. Write for prices.**

STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.: A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:
Millen & Son, Ltd. - - - - Vancouver
Wood-Vallance & Legatt, Ltd. - Vancouver
Brown, Fraser & Co., Limited - Vancouver

ALBERTA:
Marshall-Wells Alberta Company, - Edmonton
Wood-Vallance & Adams - - - - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

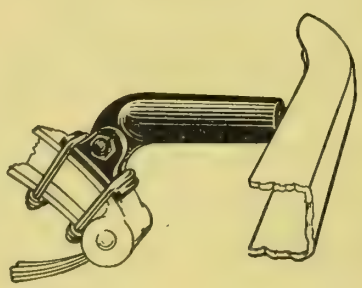
SASKATCHEWAN:
J. H. Ashdown Hardware Co., Ltd. - Saskatoon

MANITOBA:
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - - Winnipeg
Millen & Son, Ltd. - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO:
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - London
London Engine Supplies Co. - - London
Wood-Vallance & Co. - - - - Hamilton
Aikenhead Hardware, Limited - - Toronto
Lyon & Marks - - - - - - - Toronto
Rice Lewis & Son, Ltd. - - Toronto
Millen & Son, Ltd. - - - - - Toronto
Edwin Chown & Son - - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Son Co., Ltd. - Ottawa

QUEBEC:
Caverhill, Learmont & Co. - - - Montreal
Lewis Bros., Limited - - - - - Montreal
Millen & Son, Ltd. - - - - - Montreal
Mechanics Supply Co. - - - - - Quebec
J. S. Mitchell & Co. - - - - Sherbrooke

WILL B. LANE, 180 North Dearborn Street, Chicago., Ill.



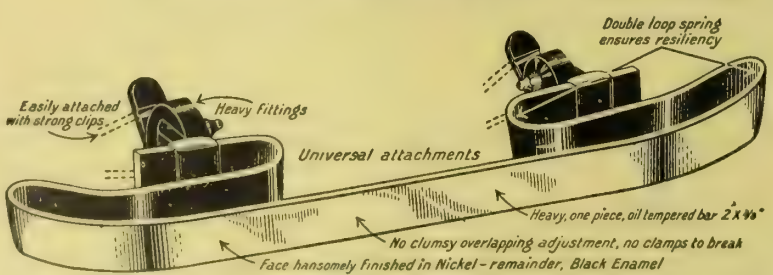
"NIAGARA" BUMPERS

The Channel Bar—An Established Favorite

Heavy Steel Bars—2 x 1½ inch—will stand rough usage.
Fine Durable Nickel Finish.
Black Enameled Attachments.

PRICE $8.75

The New "NIAGARA" One Piece Resilient Spring Bar



Note the points of superiority.

PRACTICALLY INDESTRUCTIBLE

PRICE $14.00

DEALERS:

Write us for the names of your nearest jobbers carrying our lines. Catalogue on request.

K NIAGARA
WHAT WE MAKE WE GUARANTEE.
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA.

If interested, tear out this page and keep with letters to be answered.

New Auto Accessory That Means Much To You!

Here is a splendid opportunity for you, the hardware dealer—good friend of Liquid Veneer—to *double* and *triple* your business on this article by stocking the remarkable new auto cleaner and polish,

AUTO LIQUID VENEER

(MADE IN CANADA)

It saves washing, with all its trouble, delay and harm to the finish. It is simply sprayed on in a fine mist with the L-V Sprayer, over dust, mud, road tar and grease, and then polished with a clean Dust Cloth. Instantly the car is as bright and clean as new, with the famous Liquid Veneer Polish.

Think what it means for a man—or a woman—to clean a dusty, dirty car in ten minutes for 5 cents, instead of $1.50, the cost of washing. Think what it means for the car owner to have his car always bright and clean—to save the expensive cost of refinishing.

Thousands of motorists are buying these Outfits at $1.50 each, consisting of a handsome 50c brass finished sprayer and a $1.00 quart bottle of Liquid Veneer. This Liquid Veneer Outfit will be the one big seller because of its reputation and long standing. Get in on this. Send the coupon to-day. **There is a liberal profit that will surely interest you.**

A big advertising campaign is now under way which includes leading magazines, bill-boards and demonstrations.

Buffalo Specialty Company
Buffalo, N.Y., U.S.A. Bridgeburg, Ont., Can.

Buffalo Specialty Co.,
Buffalo, N.Y.

Please send me full particulars and prices on Auto Liquid Veneer, as per your ad. in Hardware and Metal.

Name .....
Address .....
City .....
Business .....

If interested, tear out this page and keep with letters to be answered.

The Doctor's Story

"That Colt is my friend. It **proved** its worth—late one night when I was on a call at the old Biggs place, ten miles out — and I don't think I am overstating it when I say that the COLT saved two lives—my own and my chauffeur's."

One of Our Customers

Took special note of our "DOCTOR'S STORY" advertisement running in the national magazines; figured that he could get the doctors in his section interested with direct sales benefit to him by mailing to each a special circular; we prepared the circular.

Why not try the scheme yourself? We will supply the circulars—any quantity—with your name and address thereon.

Or, if there is any other class you wish to cover—AUTOMOBILISTS, PAYMASTERS, JEWELERS, BANKS, SCHOOL TEACHERS, WATCHMEN—let us know.

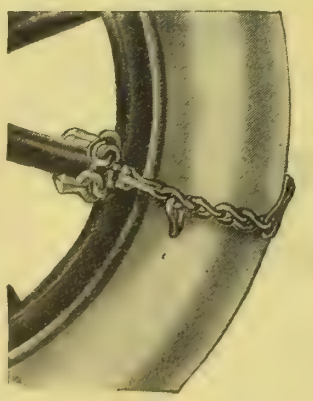
COLT'S PATENT FIRE ARMS MFG. COMPANY

HARTFORD, CONN., U.S.A.

or A. MACFARLANE & COMPANY, Limited, Coristine Building, Montreal

BRING MOTORISTS TO YOUR STORE

THEY ALL WANT EASYON CHAINS



Every motorist who has ever been stuck in mud or snow realizes at a glance that he needs a set of EASYON'S. EASYON CHAINS can be put on or taken off in a moment. They grip like a mud hook, but ride like a bare tire. They can be easily put on when up to the hubs in mud. As long as the motorist carries them in his car he can feel sure that he will not get stuck for want of traction.

With a stock of only three sizes you can fit all sizes of pneumatic tires:

Small size fits 3 or 3½" tires. Retail price ..... $3.00 per set
Medium size fits 4 or 4½" tires. Retail price ..... 4.00 per set
Large size fits 5 or 5½" tires. Retail price ..... 5.00 per set

Liberal discounts allowed to dealers, and display matter and circulars will be furnished free. Order through your jobber, or write to us for dealer's proposition.

Woodworth Mfg. Corp., *Sole Manufacturers* **Niagara Falls, N.Y.**

Canadian Factory, Niagara Falls, Ontario

If interested, tear out this page and keep with letters to be answered.

The replacing of a tire means a dirty job to be done. Why not sell your tire customer a pair of

CARHARTT Safety-First Allovers

Live hardware dealers are featuring these head-to-foot, one-piece overalls, and are cashing in on a very necessary adjunct to the car driver's kit.

The **Carhartt** line of gloves for all purposes should be carried by every hardware dealer.

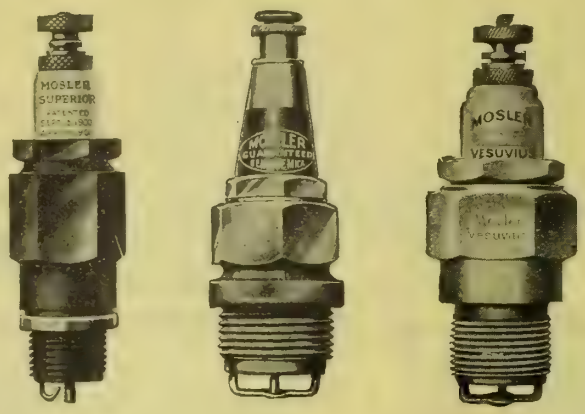
Write for prices and terms.

HAMILTON CARHARTT COTTON MILLS
LIMITED

TORONTO UNIT

Toronto - Vancouver - Montreal - Liverpool

MOSLER



The name is sufficient

Quality makes it "The Indestructible Plug."

A Type for Every Motor.

Write for our proposition.

Buy from your nearest jobber

Walkerville Hardware Co.,
Walkerville.

Hobbs Hardware Co., Limited,
London.

Alexander Hardware Co., Ltd.,
Hamilton.

Grant & Thorpe,
Peterboro.

Edwin Chown & Son,
Kingston.

Keyes Supply Co.,
Ottawa.

G. N. Clark & Co.,
Montreal.

Lariviere, Inc.,
Montreal.

CANADA SALES COMPANY

183 Church Street, Toronto

Phone Main 4219

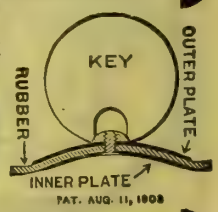
TRADE MARBLE'S MARK

Ezy-Quick Repairers

With this handy little device any one can fix up a puncture in rubber or leather shoes, waders, canvas boats, auto tires or rubber bags. Takes but a minute to do it, and makes an absolutely water-tight, air-tight patch. Cross-section cut at right represents patch applied to a piece of rubber. Key is for turning up nut only.

No cement used. Cannot come off. Does not hurt foot. Upper plate is concaved—lower plate has a threaded pivot, which projects through a hole in upper plate, and the two are held tightly together by a flush nut.

Three sizes—sell at 10c, 15c, 20c. Put up one to three dozen, or assorted sizes on display card.



MARBLE'S HANDY COMPASS

A handy, waterproof compass that is absolutely reliable—never goes wrong. Attaches to outside of coat—always in sight. Balances so readily direction can be taken while walking. Cannot demagnetize like a pocket compass. List prices, $1.00 to $1.50.

MARBLES' WATERPROOF MATCH BOX

Particularly needed by hunters, trappers, guides and timbermen. This matchbox is really waterproof and still easily opened. Made of seamless brass about the size of a 10-gauge shell, fitted with rubber-lined cover. Holds enough matches to last several days. A convenience and a life-saver for the man far from shelter. List price 50c.

TRADE SUPPLIED BY JOBBERS

Write for catalog showing entire line, including Game-Getter Gun and Sixty Specialties for sportsmen.

Marble Arms & Manufacturing Company

5350 DELTA AVENUE - GLADSTONE, MICH.

HANDLE YOUR PAINT OILS WITH A

BOWSER

ESTABLISHED 1885

Safe Oil Storage System

with as much comfort as original package from the shelves.

A Bowser System saves floor space, converts losses into profits, and measures accurately every drop of oil handled. The installation is permanent and will last a lifetime. They are made in all sizes from single units up to the largest battery formation.

Each equipment is air-tight, fire-proof and insures accurate and continuous record being kept of all oils used.

Write for free illustrated booklet, telling more about this interesting subject.

S. F. BOWSER & CO., Inc.

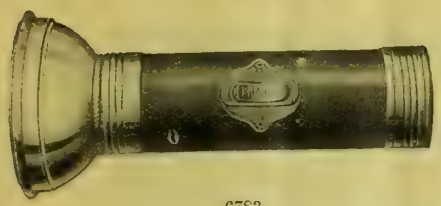
TORONTO, ONTARIO

Sales Offices in All Centers

Representatives Everywhere

If interested, tear out this page and keep with letters to be answered.

FIBRE TUBULAR



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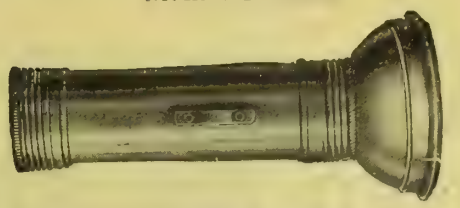
Made in various other sizes and designs.

4730

FRANCO TRADE MARK

NICKEL TUBULAR



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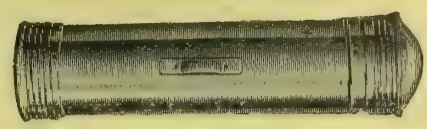

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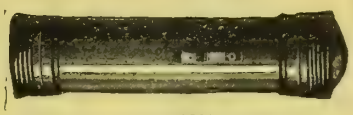


6761

Made in various other sizes and designs.

Flashlights

Hand Lanterns, Trouble Lights, Automobile Sockets and connectors.

Miniature Incandescent Lamps of every description.

Electric Bicycle and Motorcycle Lanterns.

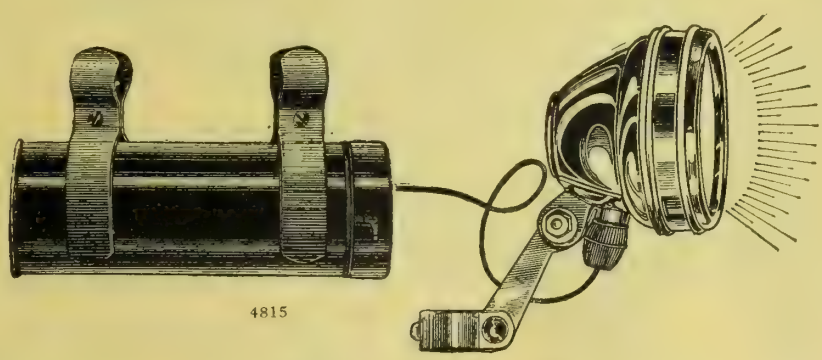
Electric Carriage Lanterns.

Radio Batteries.

With the help of our catalogue and say a sample of each of our "Franco" Flashlights, you can make many a sale to customers needing lanterns, etc., as itemized in the panel to the left. Remember that the "Franco" line was awarded the Gold Medal at the Panama-Pacific Exposition. This is proof of their goodness.

Send for Catalogue and Price-List.

1009



4815

Interstate Electric Novelty Co. of Canada, Limited

220 KING STREET WEST ∴ TORONTO, ONT

If interested, tear out this page and keep with letters to be answered.

A Straight Talk from the Manager

No. 56

Study the Business

A few years ago, a man with very little capital but a large ambition, opened a hardware store in the east end of Toronto. To-day he is rated ten to twenty thousand, first grade of credit, and he owns the fine block in which his store is located.

The other day a customer asked him why he was always able to answer all questions about the different lines he has in stock.

"Because," he replied, "I pump the travelers who call upon me for all the information they can give me, and I read every advertisement in HARDWARE AND METAL in my search for facts and selling points on hardware."

If you are not studying the advertising pages of HARDWARE AND METAL, you are missing probably the most valuable feature in the paper. You will find in this very issue, many advertisements which will make money for you if you set at work the information you can derive from them.

J. G. L.

The Hardware Merchant Dealing in Automobile Accessories

Car Owners are looking for Tire Preservative

RAMSAY'S Automobile TIRE PAINT WHITE

MANUFACTURED BY A. RAMSAY & SON Co.

MONTREAL.

BRANCHES. TORONTO, VANCOUVER.

ESTABLISHED 1842

Ramsay's Tire Paint Preserves and Beautifies

A. RAMSAY & SON CO. - *Established 1842* - MONTREAL

A HAPPY COMBINATION

"Bristol" Steel Fishing Rods

MEEK and "Blue Grass" REELS

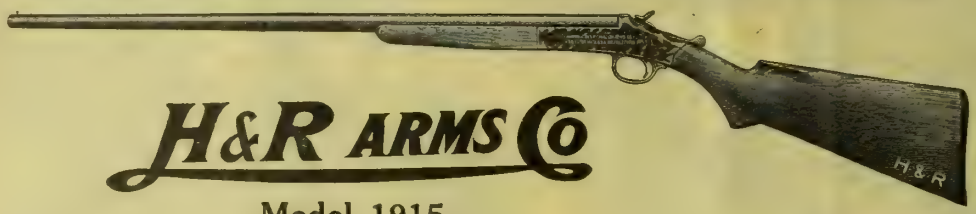
The "Bristol" and "Meek" forces have combined. The best rods and the best reels are now put out by the same firm—Horton Manufacturing Co. The combination means a larger output, reduced overhead, improved processes of production, lower selling costs, more powerful trade developments, larger sales for retailers and jobbers, larger advertising expenditures to educate the public and everything that means "Happy Combination."

Write for "Bristol" and "Meek" Catalogues, showing 49 models. Ask for Terms, Dealer Helps, etc. *Let's Work Together.*

HORTON MANUFACTURING COMPANY, 302 Horton Street, BRISTOL, CONN.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

North Star Dry Cells

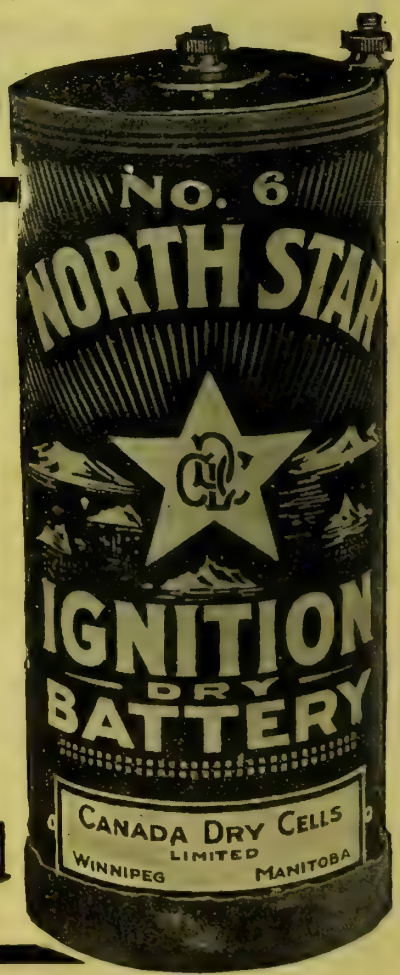
The Western Battery for the Western Need

No bigger than ordinary batteries in size—*but surprisingly large in life and power.*

It is easily sold, and when once sold there is a repeated demand.

You'll like the profit.

Order from your jobber—if he cannot supply you, write us

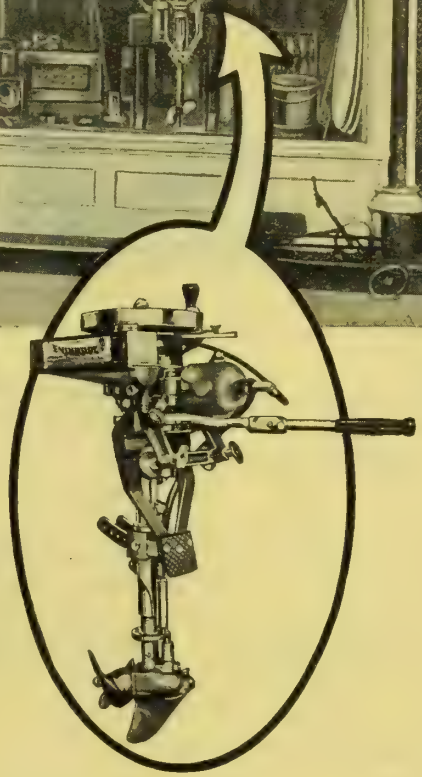


Canada Dry Cells, Limited

WINNIPEG, MAN.

Made $400 00 Profit With the EVINRUDE

DETACHABLE ROWBOAT & CANOE MOTORS



Sixty dollars in profits the first season—a jump to $200.00 the second season—last year a total profit of $400.00! That's what Ben King did with the Evinrude in Pensacola, Florida.

All the way from the Gulf to Alaska and from coast to coast, dealers are "cleaning up" year after year with the Evinrude. The two big reasons are the motor itself and the Evinrude perfected plan of dealer co-operation that means actual sales.

This year the Evinrude is better than ever before, more power, increased speed, multiplied refinements.

Write for 1917 catalog and interesting dealer's proposition.

EVINRUDE MOTOR CO.

648 Evinrude Block **MILWAUKEE, WIS.**

Over 80,000 sold. Used by 24 Governments.

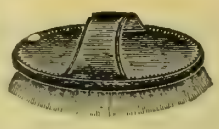
DISTRIBUTORS:

E. Drolet, Montreal

A. R. Williams Machinery Company, Toronto

A. A. Sears, Victoria

If interested, tear out this page and keep with letters to be answered.



Two Hundred Successful Merchants are using Hardware and Metal's Advertising Electros.

THE W. W. COOPER COMPANY LIMITED
WE SELL EVERYTHING
DIAMOND C BRAND COOPER'S GUARANTEE
EVERYTHING WE SELL WE GUARANTEE

SWIFT CURRENT, SASK. Sept.20,1916.

Messrs,
Hardware and Metal,
143-153 University Ave.,
Toronto,Ont.

Gentlemen:-

We beg to acknowledge receipt of your favor of the 16th., also cuts as mentioned therein and for which we thank you.

We are now using about fifty of these with good results.

Yours truly,

THE W.W.COOPER COMPANY Limited.

per.

p/H.

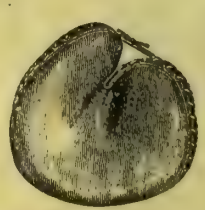
Since we announced HARDWARE AND METAL'S Electro Service about a year ago, nearly 200 subscribers have availed themselves of the opportunity to secure cuts for their local advertising at low cost.

The letter from The W. W. Cooper Company, reproduced above, is only one of many which we have received from merchants who have had good results from using these cuts.

You can have equally good results from a judicious selection of electros combined with good "copy." Write now for free proof sheets showing our complete assortment of hardware electros. They cost only 20 cents each, and they will open up big possibilities for expanding your sales.

HARDWARE AND METAL

143-153 University Avenue, Toronto, Ontario



If interested, tear out this page and keep with letters to be answered.

Automobile Lamps and Fuses

You can't and won't sell these money-makers if you don't try to, or if you don't have them in stock.

Yet all your car-owning customers want lamps and fuses, and buy them—from somebody.

Be that somebody in your community. And let us help you.

If any customers want Edeswan Automobile Connectors and Sockets, then make a mental note of the fact that we supply these.

Note this also: When it is things electrical, write us.

Have you our Catalogue?

FACTORY PRODUCTS LIMITED
220 King St. West, Toronto

WANTED — HARDWARE SALESMAN TO handle the jobbing trade for a Canadian factory. Best of references must be furnished and experience stated. Box 150, Hardware and Metal, Toronto.

It is a good test of a hardware salesman's capacity to find out whether he regularly reads Hardware and Metal. The live ones always do, because they realize that there is no other way of keeping right up to the minute on everything connected with the Canadian hardware trade.

The manufacturer who inserted the above advertisement knew that the 12 men who answered it were men who would be likely to study their proposition.

Use the Want Ad. Page.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Star Fitted Plowshares

The shares for your plow. Best material, workmanship

Special shapes made to order.

Star Manufacturing Co.
CARPENTERSVILLE, ILL., U.S.A.

Kindly Mention This Paper When Writing Advertisers

VITAGAS
TRADE MARK

—"a wonder in the Automobile World"

ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

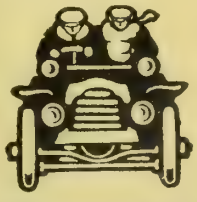
Vitagas has been endorsed by the most critical, so much so that one of Pittsburg's automobile experts has pronounced it to be "a wonder in the automobile world."

A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction doublesure.

Drop us a card for full particulars.



THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

For more than half a century we have been manufacturing rubber goods of every description. We have learned to know "what's what" in rubber goods for the Hardware trade and can satisfy every demand from whatever source it may come.

Fruit jar rings or garden hose, doormats or auto tires, no matter what the rubber need may be, you are guaranteed reliable quality when it bears the mark or brand of the Dominion Rubber System.

Back of all is the attention we give to prompt and satisfac-factory deliveries. In that respect, we have a service that is not equalled within your reach.

Put us to the test. Write our nearest branch and see how we aim to please and serve the trade.

Canadian Consolidated Rubber Co. Limited

Head Office - MONTREAL, CANADA

Service Branches at —Halifax St. John Quebec Ottawa Toronto
Hamilton Brantford London Kitchener North Bay
Fort William Winnipeg Brandon Regina Saskatoon
Calgary Edmonton Vancouver Victoria

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, FEBRUARY 10, 1917 No. 6

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* **H. T. HUNTER,** *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

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HARDWARE AND METAL

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FRED McLAUGHLIN, Eastern Ontario Representative.
J. C. EDWARDS, Toronto Representative.

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G. E. PEARSON, Associate Editor.
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C. W. BYERS, Western Representative.

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada $3 a year; Great Britain, South Africa and West Indies, 12s, 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

NO "tug of war" or tug of wind can budge a garage door that's locked open by the Stanley Garage Door Holder 1774.

The car can enter or leave the garage with no danger of the doors slamming against it. Yet a pull on the chain of the Holder leaves them free to close.

Stanley Garage Hardware equips garage doors so that they swing easily, close snugly, and form the best looking and most satisfactory feature of a garage. Every set you sell will do credit to your store.

If you do not carry Stanley Garage Hardware, write for the Catalog R-22 and information about the selling helps we furnish you.

THE STANLEY WORKS, New Britain, Conn., U. S. A.

Canadian Representatives : **A. MacFarlane & Co., Coristine Building, Montreal**

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, FEBRUARY 10, 1917 No. 6

Programme Announced for Convention

All Arrangements Completed for Twelfth Annual Convention Ontario Retail Hardware and Stove Dealers' Association—To be Held at Hamilton, February 20-21-22.

JUDGING by the programme, which appears on this page, the coming convention of the Ontario Retail Hardware & Stove Dealers' Association should be one of the most interesting ever held by the association. As announced in HARDWARE AND METAL three weeks ago, the convention will be held at the Royal Connaught Hotel, Hamilton, Ont., on Feb. 20, 21, 22. Officers of the association met in Toronto on Wednesday of this week, arranged the programme, and made final arrangements for the convention. Secretary Macpherson announced that a large number of manufacturers have arranged to hold exhibits in Hamilton during the convention. Arrangements have been made for special rates at the hotel and on the railways.

Three days will be devoted to the twelfth annual convention of the association. Tuesday morning will be devoted largely to the registration of visitors. The opening meeting of the convention takes place at 2 o'clock Tuesday afternoon in the banquet hall of the Royal Connaught. This meeting will be open to members, exhibitors and associate members, and will be devoted to a reception of visitors, addresses of welcome, addresses by trade representatives, address of the president, secretary's report, etc. The evening session will be open to members only, when reports will be received from the treasurer and auditors, executive, and advisory committee.

At this meeting, Second Vice-President D. A. MacNab, of Orillia, will introduce a discussion on, "The better way to price the Inventory."

The first "Question Box" discussion, always one of the most important features of a convention, will take place at this meeting.

On Wednesday morning the visitors will be taken in charge by a committee of local hardware merchants, and a visit paid to the plants of a number of hardware manufacturers.

The afternoon session on Wednesday promises to be an interesting one. The question of unfair competition in kitchenware is to be taken up. The retailers state they have many complaints to make regarding the action of certain manufacturers in selling kitchenware. A discussion will also take place re making a kitchenware department pay. "How to make a tinshop pay under war conditions," is another important subject which is to be taken up on Wednesday afternoon. Other important subjects to be taken up at this meeting are "Co-operative deliveries," "Cutting down overhead expenses," "Question Box discussion."

On Wednesday evening there will be a smoker and entertainment at the Royal Connaught. The committee at Hamilton states that an excellent programme will be provided, and visitors will be treated to a sample of Hamilton's Hearty Hospitality.

On Thursday morning, Secretary Macpherson will lead a discussion on "How to Move Unsaleable Stock." Another important subject for discussion at this meeting is, "How to secure profits on present high values of merchandise."

On Thursday afternoon the election of officers will take place, and unfinished business wound up.

The "Question Box Discussions" will

PROGRAMME

TUESDAY, FEB. 20.

MORNING SESSION.

9 a.m.—Reception and registration of members.

10.30 a.m.—Meeting of Executive Committee and appointment of Convention Committees.

AFTERNOON SESSION.

2 p.m.—Opening meeting of convention in Banquet Hall Royal Connaught. Open to members, exhibitors and associated members.

Reception of visitors to convention.
Address of welcome by Mayor Booker.
Addresses from trade representatives.
Address of President, and Secretary's report.
Address by Col. J. B. McLean, publisher Hardware and Metal.
Consideration of President's address and Secretary's report.
Visit to exhibits.

EVENING SESSION.

Members only.
Report of Treasurer and Auditors.
Report of Executive and Advisory Committees.
Discussion, "The better way to price 1917 inventory." introduced by 2nd Vice-president D. A. Macnab.
Discussion by members.
Opening of Question Box.

Wednesday, Feb. 21—8.30 a.m.—Visit to manufacturing plants, including Canada Steel Goods Co., Atkins Saw Co., Frost Wire Fence Co., Street car ride around city. In charge of local committee of retail hardware men.

AFTERNOON SESSION.

2 p.m.—Discussion re making kitchen ware department more profitable—unfair competition in graniteware, etc. Introduced by Vice-President J. N. Mcgregor.

Tinshop problems under present war conditions. How to make work shop pay. Open discussion introduced by Past President H. Occomore, Guelph.

Co-operative deliveries, cutting down overhead expenses. Introduced by President W. J. Carter.
Question Box discussion.
Visit Exhibitors' display.

WEDNESDAY EVENING.

Smoker and entertainment in Royal Connaught. A first-class program for which special talent has been provided.

MORNING SESSION.

Thursday, Feb. 22—9.30—Receiving reports of committees.

How to move unsaleable stock, by Secretary Macpherson.

The retailers' problem. How to get profits on present high values of merchandise.
Open discussion.
Question Box.
Visit to exhibits.

AFTERNOON SESSION.

2 p.m.—Election of officers.
Unfinished business.
New business.
Visit to exhibits.

be one of the best features of the convention. During the past year a great many new problems have confronted the retailers and there is no better way to solve them than by taking the matters up at the meetings and securing an interchange of ideas. The visits to the manufacturing plants where hardware goods are made, should prove interesting and instructive to every hardware merchant. Hamilton is a splendid convention city and is easily reached from any part of the province.

Instructions to obtain reduced fares have been issued for persons attending the convention. The instructions are as follows:—

Purchase a one-way ordinary first-class adult fare ticket (fare not to be less than 50c) to Toronto, and obtain from ticket agent a Standard Convention Certificate (Form 24).

At first meeting you attend hand your certificate to the secretary of the association for endorsement, and for validation by the special agent of the railway lines.

After validation, the certificate will be returned to you on payment of fee of 25c, and must be presented to ticket agent to obtain return ticket at least thirty minutes before the train leaves.

After paying 25c validation fee, the return fares will be as follows:

If certified attendance is 99 or less—Two-thirds one way ordinary first-class adult fare.

100 to 299.—One-third one way ordinary first-class adult fare.

300 or more—Return trip ticket without further charge.

Going.—Tickets may be purchased Feb. 16 to 22.

Returning.—Tickets may be purchased up to Feb. 26.

Secure Control of Galt Brass Co.

Robert J. and William J. Cluff, of Toronto, Buy a Controlling Interest in Galt Company—No Changes to be Made in Operation of the Concern — New Link Added in Extensive Manufacturing Chain.

A controlling interest in the Galt Brass Co., Galt, Ontario, has been secured by two prominent Toronto manufacturers, R. J. Cluff and W. J. Cluff. The change constitutes the most interesting development in the industrial field for some time.

The widening of scope in the operations and activities of the two Cluff brothers has been so rapid of late as to make a story that reads almost like a romance. They have carried on their business as plumbing jobbers under the title of Cluff Bros., and as manufacturers of "Vitro" tanks under the firm name of Cluff Mfg. Co., most successfully for years. Since the start of the war they have organized Cluff Munitions Limited and, it is understood, have been most successful in this line. Their most spectacular effort was the organization of a company this summer to take over the plant and business of the standard Ideal Co. The Port Hope Sanitary Manufacturing Co. was formed with R. J. Cluff as vice-president and W. J. Cluff as one of the directors. It is safe to assert now that the new company is meeting with an unusual degree of success and that the extensive business at one time controlled by the Standard Ideal Co., is being won back.

ROBERT J. CLUFF.

The latest step of the ambitious brothers is, in every sense, a logical one. They have needed control of a brass manufacturing plant to round out their interests in the plumbing line. Their manufacturing activities now cover enamelware, tanks and, through the Galt plant, brass goods.

No Change Contemplated

HARDWARE AND METAL learns that no change is contemplated in regard to the Galt Brass Co. It will continue running under that name and no changes will be made in the personnel of the management. John McLaren will continue at the head of the concern.

It is understood, however, that the lines manufactured will in time be added to. It is planned to turn out new specialties and to increase the plant as circumstances warrant. It is definitely stated that, when the war is over, steps will be taken to double the plant in size. There is no intention of moving the plant from Galt.

History of the Company

The Galt Brass Co., was organized eight years ago. John McLaren, who had formerly been connected with the Canadian Brass Co., became president and general manager of the concern. Despite the fact that the last five years have been marked first by business depression and then by the uncertainty of war conditions, the Galt Brass Co.

WILLIAM J. CLUFF.

have been successful in building up a wide connection and in establishing an enviable reputation.

To revert back to the story of the business careers of Robert G. and Wm. J. Cluff, it is interesting to note that their rise to prominence in manufacturing circles has been a matter of recent years only. They are still young men. The developments of the past year, however, have put them in the forefront. Few manufacturers have more extensive and diversified interests. The last step, by which they have gained a controlling interest in the Galt Brass Co., is a personal venture on their part. None of the other companies with which they are connected is concerned in any way in the deal.

McClary's Encourage Employees to Save

Big Increase in Savings as a Result of a Simple Appeal to Employees—Five Per Cent. Interest on Savings

EMPLOYEES of the McClary Mfg. Co., London, Ont., have, since the first of 1917, greatly increased their savings in the "Savings Department" conducted by the company in connection with the "Welfare Department."

The "Savings Department" allows 5 per cent. saving account interest. Deposits are repayable to employees on Dec. 15. Many employees, however, leave their accounts standing from year to year. Although accounts are ordinarily repayable on Dec. 15, only provision is made for exceptional cases, where necessity makes it necessary for the employee to withdraw his savings in whole or in part.

In view of the unusual conditions governing at this time, the management made the recent end-of-the-year season the occasion for a simple campaign among employees, advertising the savings department operated for their benefit, and urging a more general and more generous use of it in their own interests.

From the results realized, it is quite apparent that the members of the staff grasped very keenly the signs of the times in this connection, and appreciate the soundness of the arguments for thrift.

What those results have been will be understood more clearly than by any other means, by a comparison of the figures for last year, and those which will govern for this year.

	No. of accounts	Aggregate weekly saving	Amounting in the year to
1916	280	412.05	$21,426.89
1917	400	680.30	35,375.60

It will be noticed that the above figures show not only a most satisfactory increase in the number of accounts opened, but also an increase in the average weekly saving, per account, from $1.47 to $1.70; and these weekly savings, together with large amounts deposited since the first of the year ($1,805) make an increase in the prospective total savings for the year, over those of last, of some 73.5 per cent.

Thrift Circulars for Employees

Two notices sent out to employees were to a large extent responsible for the splendid increases shown during the first month of the new year, and indicated in the foregoing figures. The first circular was sent out on Dec. 12, and read as follows:—

For Her National Well-being, England is Scrimping!

War conditions in England have made it imperative that everyone deny himself all but the barest necessities.

There, new clothes are now bad form; everybody travels third-class, or walks; people are urged—not to spare necessities, of course—but to simplify in their foods; to cut out luxuries, absolutely. They are even asked to economize on coal, gas and electricity.

Everywhere, their people are confronted by the question: Will you sacrifice your personal convenience for your country's need?

In Canada we have not—at least, not yet—felt the strain of war in this way. And, perhaps, we never shall be called upon to sacrifice as much as they, for Country; yet for our own future, individual need, we should be sacrificing, now!

Now, before the lean days that are coming, do come—this is the time to entrench ourselves. Now, while trade is good and work plentiful, should we not be fortifying our resources?

For Our Individual Well-being, We Need to Save!

Let us urge, for your own personal safety, that you save something against that time. Lay by as much as you can; but, however small, lay by something! And do it systematically, each week.

Our Savings Department affords you the utmost convenience in saving, and the highest rate of savings account interest—5 per cent.

Think it over seriously. The time is one for serious thought and effort.

The second notice was sent out on Dec. 19, as follows:—

An Anchor to Windward

How often it has happened, even in normal times, that a family could have been saved embarrassment, extra extra expense, or even distress, by having a few dollars to fall back upon—the saving "anchor to windward."

No one knows what conditions may be next month—next summer—next fall. But we know this: They won't be better than they are now, or than they have been this fall. And this fall, those who had some reserve in our savings department with which to do it, were glad to buy—and buy more cheaply than could be done elsewhere—coal and provisions for the hard winter months, or the warm clothing that safeguards one's health.

Did you do that? If you didn't, don't you wish you could have?

Are you willing to save now, in order to be able to do it next year?

Perhaps you have been patronizing the barber shop for shaves and bootblacking; with just a little effort you could do these things even better for yourself, and save that! Walking, whenever possible, will give you better health—and street car fares count up, you know! Save on your tobacco; if you must smoke, use a pipe; it is much cheaper, and very much less harmful than cigars or cigarettes. Amusements—dancing and the picture shows—will have twice the zest if you go to them only occasionally, or even rarely. Save that! Perhaps you have been in the habit of taking an occasional glass of liquor; save that, surely!

Doing this, you will have a little "happiness fund" laid by for that warm suit; for those clothes for the kiddies; for that Christmas treat. For someone it may mean the fund for the happy day, if it hasn't already come; for the expected arrival of the little stranger coming to your home; if you are one of our girl-employees, for the coveted bit of finery for that bottom drawer. For everyone it may mean the "anchor" in sickness or the rainy day.

From whatever saved, for whatever saved, it will bring peace to your mind to know you have it at your back.

Our savings department is at your service; it is for your convenience alone that it has always been there.

Won't you make use of it the coming year, and so, to whatever extent you can manage to do so, be ready for the unknown.

The McClary Manufacturing Company.

WAR SAVINGS CERTIFICATES

The new War Savings Certificates which have been created by the Government to encourage thrift and economy and to give everyone an opportunity to assist in financing our war expenditure, are now on sale at every bank and money order post office in Canada. The $25 certificate sells for $21.50, the $50 for $43, and the $100 for $86.

As an investment these certificates offer many attractive features, chief of which are the absolute security and the excellent interest return. For every $21.50 lent to the Government now, $25 will be returned at the end of three years.

There are two other features which are especially interesting to small investors. First, the certificates may be surrendered at any time, if the buyer should need his money; and second, each certificate is registered at Ottawa in the buyer's name and, if lost or stolen, is therefore valueless to anyone else.

But while they are excellent from an investment standpoint, the certificates should appeal strongly to Canadians because they offer to those who must serve at home a splendid opportunity for a most important patriotic service.

EDITORIAL COMMENT

READY for the Ontario Hardware Convention? Do your bit to make it a success by deciding to attend now.

* * *

IT WOULD be a good idea for the hardwaremen in other centres to follow the example of the London men.

* * *

A GOOD buyer must, first of all, be able to say NO. He must be able to say it distinctly; and be able to stick to it.

* * *

IF UNCLE SAM peels off his coat and gets into it, business may feel a momentary effect. Business will not suffer, however.

* * *

HARRY THAW is struggling back into the limelight. The only kind of thaw we want to hear about nowadays is an atmospheric one.

* * *

CONFISCATED whiskey was used in a sprinkling cart on the streets of Phoenix, Arizona. There was probably a scramble to get on the water wagon down there.

* * *

LEGISLATION to control living costs has been promised from many sources. It's coming—with all the headlong speed of an anaemic snail with ball and chain attached to its tail!

* * *

THE DEPARTMENT of Labor, in their latest bulletin, states that the cost of living in 1916 has increased 25 per cent. over the previous year. We knew it. But we thought it was more.

* * *

THERE is only one line of work in which the horse maintains his margin on the motor truck—the milk wagon. Engineers have not yet been able to evolve a motor truck capable of starting itself when the milkman tramples through the shrubs and berry bushes from one backyard to another and ejaculates, "Gee-up!"

THE MOTOR TRUCK

THE motor truck is performing miracles in the distribution of goods since a practical degree of mechanical perfection has been attained. Goods are hauled to and from the railways, coal is distributed, heavy materials are rapidly moved, goods are carried from stores to outlying points of wide radii in time that seems impossible judged from speed standards of the horse age. The motor truck is, driving the horse, as a commercial factor, into the discard.

This obvious fact is not cited here as proof that the retail hardwareman should at once send Dobbin to the bone factory and invest in a motor truck. It is introduced rather to add another link in the well-forged chain of reasons why the hardwareman should handle motor accessories. If eventually every business, in which carting figures, is going to operate motor trucks, it means a tremendous stimulus to the demand for supplies and accessories.

Get in line, Mr. Hardwareman!

THE DEBTS OF SOLDIERS

EVERY now and then HARDWARE AND METAL receives a letter noting the fact that some soldier has gone overseas and neglected to liquidate some at least of his debts before departure. We have been urged repeatedly to take some cognizance of this matter. No doubt there are some who are suffering from the fact that no action can be taken against a soldier's pay, but the instances where anything of the kind would be necessary are few and far between. You can't change a man into a saint by simply putting him in a suit of khaki, neither does that suit make him any the less of a saint. There are black sheep in every fold. There are soldiers who will take a dishonorable course as there are civilians, but the proportion is certainly no greater in one class than the other. Merchants generally are aware that they have no legal redress for debt against a soldier so it devolves on them to take what precautions they deem necessary to protect themselves against possible loss.

BUSINESS MEN GO TO SCHOOL

A RATHER remarkable, at least unusual, event is the decision of a party of Western business men numbering about 500 to attend an extension short course at the University of Minnesota from Feb. 5 to 10. The course will be mainly lecture work designed to increase the retailer's efficiency.

The course is in all certainty a valuable one but the outstanding fact in this connection is the willingness of so large a body of business men *to go to school.* That is what it amounts to. They recognize that the retail business is an intricate one, that success can be bought only at the price of concentration, study and self improvement; and they are taking this means of fitting themselves for better business.

The tendency among retailers has, in the past, been in the opposite direction. Too often they have

been inclined to sit back and let new ideas go by on the other side. They have looked askance at innovations. They have not always been open to advice, have laughed at associations and, even, affirmed that trade papers could be of no use to them. In no more striking way has the liberal tendency of the present been demonstrated, than in this wholesale determination of Western merchants to extend their knowledge.

It is highly gratifying to learn also that a similar course is to be instituted later in Winnipeg. May the day come when every province in Canada will provide the same facility for business betterment.

BEWARE OF THE FAKERS

THE Saskatchewan branch of the Retail Merchants' Association have issued a warning to members against taking up with any of a variety of schemes that are being offered to merchants and which, despite their plausibility, are all more or less of doubtful value. It is pointed out, in the first place that "certain sales and collection agencies are not all they should be." Then there are concerns offering apparently valuable gifts with the initial offer—articles which supposedly exceed in value the first order. Again there are solicitors for insurance and investment companies which are reputed to pay enormous dividends but which prove to be far from gilt-edged when investigated. Merchants are advised, in short, not to consider any propositions of this nature without first getting a report from the Provincial office of the Association.

A merchant cannot be too cautious. There are probably more fake schemes laid to entrap retailers than all the rest of humanity combined. Some of the ideas are diabolically ingenious; nearly all are, at the least, plausible. To escape them all a merchant has to possess some of the qualities of Sherlock Holmes. He must be impervious to the wiles of plausible salesmen.

It is sound advice not to take up with schemes about which any trace of doubt or suspicion hangs. The man who resolutely turns down everything outside of the lines of regular business may miss a good thing once in a while but he will be money ahead in the long run.

SEIZE THE PLOWHANDLES

ADDRESSING the Canadian Credit Men at Fort Garry recently, H. P. Grundy made the suggestion that the business men of the country should organize themselves into a harvest brigade and even go to the length of seizing the plowhandles themselves should necessity arise. "There must be many thousands of retired farmers living in Winnipeg," he added, "and others living throughout the west who would be willing to throw off their coats again and go into the fields to help put in the crop this spring. One way we can help to win the war is to help the farmers of Western Canada to put in the biggest crop that Western Canada has ever harvested. I contend, however, that there is no use putting in a big crop if it cannot be harvested, but I believe that the business men can be mobilized to take care of the harvesting of it; the class of help that they could give might not be ideal, but it certainly would be sufficient."

There is good common sense in this; and sound patriotism. The continuance of prosperity in Canada will depend to no small degree on the success of the crops. Increased Production is one of the best national slogans Canada could adopt. If only for selfish considerations, business men should see this and be prepared to do their level best *personally* to forward the Cause of Increased Crops. There are plenty of men whose work does not make exacting demands on their time or energies. Let them put in some of their leisure at a lathe; or, better still, if circumstances permit it, let them seize the plowhandles!

TRADE PREFERENCES AFTER THE WAR

INTERNATIONAL trade relations following the war will show interesting new alignments. It seems assured that preferential arrangements will be concluded between all parts of the Empire. Troops from every corner of our far-flung Empire have fought together and mingled their blood on the battlefields of Europe. Imperial policies and sympathies have been fused as never before. It is certain that the close relations established during these times of stress will be maintained during the peace days to follow in the form of closer trade co-operation.

There is every reason to suppose also that preferential arrangements on some scale will be put into effect between the allied countries. It will at the very least take the form of sympathetic relations. The people of Britain will much prefer to do business with French, Russian and Italian firms than with Germans. Even if no actual preferences are put into effect, there will be bonds, stronger than customs regulations.

The efforts that are being made to actually set in motion governmental machinery toward this end, testify to the sincerity and determination of the allied people. The conference at Paris, farcical though it was in some aspects, was a striking evidence of purpose. It was, from the standpoint of results a failure but this was due to the fact that the right men were not sent to it. The bright business brains of all the allied countries should have been gathered together for a conference of that nature. Instead, most of those who attended were professional politicians or industrial *dilettantes*. The fact that such a conference was held, however, points to a determination to handle trade matters after the war along preferential lines.

Business men will unanimously approve and support all measures looking toward preparedness for Peace.

Using Motor Trucks as a Lever

The Modern Tendency to Supplant Horse Power Delivery by Gas Power Gives the Hardwareman an Unexampled Opportunity — Some Facts and Figures With Reference to the Growth of the Motor Truck Industry

IN figuring the possibilities of big business for the retail hardwareman in handling automobile accessories, it has been customary to speak of the increase in passenger cars. A very important factor has, to some extent, at least, been overlooked — the motor truck.

It is a very important consideration, indeed, that the number of motor trucks has increased to a remarkable degree. More important still, however, the usefulness of the motor truck has been so increased, it has been perfected to such a degree that the business world can safely be said to be on the verge of a motor truck age. It is not visionary to assert that the day is not far off when all moving of goods will be managed by power-propelled trucks. The day of the horse is passing fast.

This is a fact that the hardwareman must grasp. On every hand he finds business houses and factories changing over to the modern way. The number of motor trucks in use now, great though it may be, is but a meagre forerunner of what will come.

It should also be taken into account that motor trucks are owned by business men and it is, therefore, doubly important that the retail hardware dealer should be in a position to command their trade in accessories. It does not take much figuring to see that a connection thus established with a factory, for instance, would be highly valuable as a lever for securing business in other lines paint, tools, belting, just to mention a few of the most important.

Some Striking Figures

Can the ultimate dominance of the motor truck be longer doubted when we know that a 5-ton gasoline motor truck has carried 578 tons of coal in 7 hours, making 114 trips over a distance of one-eighth of a mile? Efficiency, economy, speed, and convenience have accelerated the motor truck during 1916, 125 per cent. over the biggest record of the previous years; or, taking the 1915 production of motor trucks (100,000), the 1916 production (including the conversion of passenger motor cars through "make-a-truck" attachments into freighting service) was approximately 150,000 business machines, making by January, 1917, close to 350,000 commercial cars in the United States.

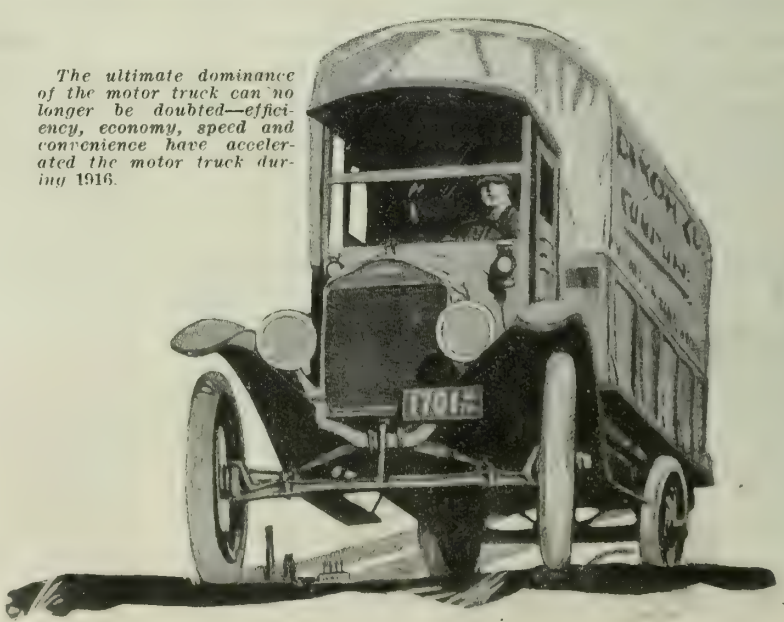
Consider These Uses

Can one, considering the newest fields of application of the commercial car, conceive of a more ingenious utilization than that to which the cattle raisers of far-off Argentina are putting it in transporting in refrigerated trucks meats to steamers two hundred miles distant?

Instead of driving their herds over the hot, dusty roads with consequent loss by death, lameness, and loss of weight on arriving at the shipping point, they dress their cattle at home when they are in the best of condition. After packing the meat, it is frozen in refrigerators and loaded on motor trucks, the temperature being maintained below the freezing point by liquids circulated by pumps and driven by the same engine that propels the truck. Nor can one imagine a solution to the high-cost-of-living problem better than that of the itinerant evangelist who, taking a used motor-truck van, made it over into a combination moving home and church and saved souls from his pulpit on the top while his frugal wife saved money by using the exhaust gases from the engine in an ingenious stove to cook the pastoral food. The motor truck has actually become an amphibious animal. The water-land motor truck, a creation of a Canadian officer, Captain Oliver Light, is truly a phenomenally versatile machine, showing the stimulus of the Great War to inventive genius. This combination land and aquatic machine looks very much like the conventional motor truck, but has the mechanism completely housed in a water-tight compartment, which, however, may be opened for ventilation of the engine when the machine is operated on land. The front wheels are disk-shaped, acting as rudders to steer the vehicle in water. By means of pontoon attachments, which when the machine is entering the water are inflated with air, sufficient buoyancy is provided to cause the machine to float. The rotation of the wheels propels the machine through the water in somewhat analogous fashion to the hydroaeroplane. This versatile motor-truck amphibian is largely intended for military use, crossing, for instance, streams not bridged where delays would put a scouting expedition into the hands of the enemy.

The car is propelled backward by a 24-inch propeller that is attached by a shaft from the front of the engine through the underside of the radiator, which is placed high. The live-load capacity is 4,000 pounds, the dead weight 5,000 pounds, and the power plant is an eight cylinder engine.

In a demonstration the car loaded with eighteen soldiers has been driven at the rate of 25 miles per hour. In the Detroit River it was manoeuvred around in midstream, then steered to Belle Isle, where a landing was made, then again into the river and down to Sandwich on the Canadian side and returned to Walkerville, making 9 miles per hour against the current and 12 miles with it. Adopted by the engineering corps of the army for pontoon purposes, it can carry long planking and equipment so that a bridge can be constructed in a few minutes.



The ultimate dominance of the motor truck can no longer be doubted—efficiency, economy, speed and convenience have accelerated the motor truck during 1916.

Another strong point is that the bottom of the body can be opened and the amphibian used as a dump wagon in construction work.

Last Year's Progress

The existing fields of motor application were greatly broadened in 1916. The single-motor-truck used under growing pressure of the horse cost of living has become the two- or three-unit user. The two- or three-unit user has moved up into the six- or ten-unit-user class. As for the corporations which started eight years back with an experimental fleet of one, it is no uncommon thing to find the great department store, the national contractor, the giant oil industry, now with motor-truck fleets numbering 100 to 700 machines—individual highway transportation systems comparable in business management, regularity of schedules, routeing, etc., to the trunk-line rail carriers. Big corporations, as in all big ideas of modern business, have been the biggest promulgators of the business power of the motor truck. For Little Business knows that Big Business never uses a new tool by the wholesale unless the new tool is the essence of efficiency.

A catalogue of the business fields which the motor truck has invaded is practically the classified trades list of a telephone directory in a metropolitan city—space forbids. Only an approximation can be given because a new trade is added too frequently, but it can be conservatively stated that some 325 distinct lines of business have proved that the steel steed beats the sinewed steed in the race of modern business.

The inroads of the "gas horse" in the light-delivery field mark one of the great advances of the past year. The butcher, the baker, the tailor, and the candlestick maker—the one vehicle and the two-vehicle businesses—are rapidly bidding adieu to their sentimental attachment to the "corn motor," and installing the popular-priced motor wagon which in small capacity now costs little more than the price of a fair horse and wagon, and will do the work of two with a trifle more expense than one. In 1916 one builder alone of 1,000-pound motor wagons produced 30,000, selling, complete with body, under $700, while the low-priced passenger-car manufacturers combined put in commercial service over 50,000 of their chassis with freight-handling bodies. Even with gas at 30 cents per gallon, which in some sections of the country was the prevailing price, the small tradesmen proved that they could put more goods into the hands of customers than the "grass motor" with "fuel" at a cent a pound. The influence of chain-store competition is becoming a potent factor in the small tradesman's determination to fight the enemy with his own weapons, and one of the 75-calibre weapons of the chain-store druggist, grocer, butcher, and tailor having been the motor wagon, the independent is finding that in putting his trust in the gas motor he is holding his own against the trust.

The New Motor Truck

The motor truck of 1917 has actually discarded the habiliments of homeliness for the earmarks of handsomeness. Mighty indeed has been the educational force of the passenger car in setting the fashion for its bigger brother. A few years back Mr. Business Man would accept a motor truck of such utter ugliness that if its lines had been hewn out with a broadaxe just as much symmetry, grace and contour could have been obtained. To-day the business man is fussy over the appearance of the motor truck — often fussier than he was in the old days of the passenger car when the buyer took what the builder gave him. Put your straight-line yacht bodies on the motor truck of 1917 and the effect, relatively speaking, approaches the accepted fashions in passenger-car lines. The business man no longer has to apologize for the appearance of his business motor vehicle any more than he does for the family society car.

But smoothing off the angles which smote the esthetic sensibilities so sharply, thereby making the motor truck at least a near-beauty machine, is only one of the external refinements of 1917. The internal refinements which, after all, the sensible buyer looks for, are deep and wide. Taking as their text, "If we err, let us err on the side of simplicity rather than complexity," Motor-truck engineers have raised simplicity to the nth power in making the motor truck of 1917 almost fulfill that bold manufacturer's slogan of "the Truck That Thinks." Indeed, there has been reason enough to simplify in the mounting cost of even the commonest steels—and common steels cannot be used in motor trucks to-day. Get-at-ableness plus has been put in every part from the front springs to the tail lamps. Builders who put in two speed gear boxes have gone to three, and the three-speed truck builder has gone to four, answering the demand of the public for flexibility, the growing congestion of traffic in cities demanding the truck to crawl for hours at a time behind the time-wasting team. The truck of 1917 model with exposed running gear will be as scarce as the dodo in Mauritius; 99 per cent. of all 1917 trucks have shaft-driven live axles and everything that moves working smoothly and silently in oil baths. The self-starter is coming into its own as a standard part of the equipment of the light delivery truck; eventually it will also be a standard part of the heavier units. With springing superior to even fine limousines of a few years back and absence of the jerks of the old chain-driven truck, the modern truck driver is better protected by some builders in his enclosed cab than the driver of the Twentieth Century Limited. Motor trucks must work on a 20-hour-per-day schedule, or better, at times—the same truck with only two shifts of drivers—and the driver's strain and responsibility demand his protection from the elements and from the irresponsible element of the highway-using public to a greater degree than ever before.

Montreal Motor Show

And Some of the Hardware Firms Making Accessory Displays There This Season.

INTEREST of the hardware trade in Montreal was directed during the week of January 20 to 27, to the National Motor Show of Eastern Canada, held in the Almy Building, Montreal. Many Montreal firms conducting automobile accessory departments, and firms specializing altogether in supplies for the automobile trade, occupied floor space in the building, and the show was attended by numerous hardware dealers from city and district points, who have an up-to-date interest in matters pertaining to the accessory business.

A considerable space was taken and well used by A. E. Bregent, of St. Catherine street east, this exhibit featuring motor cycles and a motor-wheel, also accessories for the motorcycle trade. The Canadian Fairbanks-Morse Co., of St. Antoine street, showed a splendid accessory display, embracing all their lines of batteries, spark plugs, emergency equipment, and engine appliances, etc.

Amongst many notable displays of tires, that of the Canadian Consolidated Rubber Co. was noted, the nobby tread, chain, plain and Dominion tread variations being fully represented, and fully explained by representatives.

An excellent accessory display by the Dominion Chain Co., of Niagara Falls, was seen to attract considerable atten-

tion, and the Champion Spark Plug Co., of Toledo, Ohio, set forth their latest improved ideas, as well as their devices of earlier invention in manner to keep observers' attention closely engaged.

Hyslop Bros., 9 Park avenue, Montreal, had a most comprehensive display of accessories. Ford specialties were shown in remarkable variety. Exclusively constructed Chevrolet lines of accessories were also specially displayed, while the tires particularly recommended by this firm were given full prominence in their show space.

Lariviere, Inc., of 909 St. Lawrence Boulevard, Montreal, showing truck equipment, and special adaptations from touring car to truck, had a good exhibit which drew the attention of interested crowds.

In accessories, John Millen & Sons, 325 St. James street, Montreal, made an extensive showing with remarkable variety in their exhibits, and all the firm's well-known lines well displayed.

Represented by W. T. Evans, of 1684 St. Urbain street, Montreal, the Sphinx spark plugs presented a display which was no Sphinx-puzzle.

Last, but not least in the list of displays was the full car-space occupied by the James Walker Hardware Co., 252 St. James street. This firm, besides showing a splendidly varied and comprehensive display of all useful accessories, distributed a new road map of the district, which formed an appreciated souvenir and one likely to be seen in the hands of automobilists many a time and often this summer in the eastern districts.

A Word of Advice to Buyers

New Conditions are Being Established in the Retail Business—What Constitutes a Successful Buyer—Meeting the Scientific Salesman.

IN the course of an article in a recent issue of Saturday Evening Post, some very pertinent remarks were made on the matter of buying. They are quoted herewith because they point a moral for the retail buyer—the need for care and discrimination in buying:—

A shift in buying and selling practices seems to be taking place slowly. Understand, I do not mean that there has been a complete change—a revolution or anything like that. But there is a difference. There is one class of buyers, however, who still expect to be carried about and fussed over with considerable eclat; and these are the buyers from the smaller towns, who are usually also the owners of the establishments for which they buy. They are a little behind the professional buyers from the big cities in finding out the advantage of entertaining the other fellow instead of letting the other fellow entertain them.

There is another vast advantage the professional buyer has over the small town merchant who does his own buying: He is so much more concerned with various other details of his business that he gives little thought to whether or not he shall buy a certain lot of stuff until a smart salesman drops in on him.

Then what chance has he? He must match his wits against the salesman, who is a specialist at talking people into buying things, whether needed or not. The salesman has been practising on his line of argument for weeks. There is scarcely a loophole of possible escape that he hasn't thought about scores of times in advance. The merchant, on the other hand, has to combat these selling arguments with such a line of defence as he can rig up on the spur of the moment. And this is not so easy as one might think. The chances are that the merchant will fall a victim to the salesman's cleverly worked-out conversation—and will overbuy.

I asked an old, experienced salesman once why so many retail enterprises sooner or later fail. Without a second of hesitation, he declared:

"It's because they do not buy with sufficient care."

He went on to say that the smaller the town and the smaller the business, the more likely the storekeeper is to overbuy. Go into almost any small country store and you will find a large percentage of goods which are practically worthless—stuff that the proprietor couldn't sell in a hundred years, except at a loss. If you were to investigate, the chances are that you would find this percentage of useless stock growing smaller and smaller as you looked into bigger establishments, until in the case of a great department store there is practically no dead stuff on the shelves at all.

The trouble is that most of the business education has been along the line of selling. There are schools of salesmanship and talks on salesmanship and magazine articles about salesmanship, but right offhand I cannot think of ever having read a treatise on how to resist expert salesmanship.

A high-grade salesman was endeavoring one day to obtain an order from the head of one of the leading department stores in Pittsburg. The two were warm personal friends, yet the salesman could not get his order. He finally gave up, somewhat in disgust, and the two got to talking of other matters.

"What," asked the salesman, "do you regard as the chief secret of your success?"

"Undoubtedly," replied Mr. Boggs, "it is being able to resist a man like you. Here we are, old friends; you're a gifted salesman and your goods are always the very best of their kind. It is always a strong temptation to buy from you. But I don't need anything from you at the present time. So I must say 'No.' Except for my ability to say 'No,' I should have been on the rocks long ago."

A big improvement has crept into the selling end of most retail businesses in the past few years. Men who sell goods from behind the counter are vastly more clever salesmen than one used to find. There are a good many obscure-looking men working behind counters who are so efficient in their quiet way that they can earn four thousand or five thousand dollars a year. They do it by selling rapidly.

STILL SOME HOPE FOR STEVENS-ASHURST BILL.

From *Sporting Goods Dealer*

Some day the persistency of the American Fair Trade League is going to win, and the long deluded, patient and unsuspecting public will see the Stephens-Ashurst bill become a law. This bill bobs up at every Congress, and is regularly referred to a committee and promptly pigeon-holed, where it remains until it is too late for action. But you know about the constant dropping of the water wearing away granite—that is what is going to happen to Congress. Some day Congress is going to pass this Stephens-Ashurst bill. Of course, Congress doesn't believe it is, but it will—sooner or later.

There doesn't seem to be any very good reason for not passing such a bill. About the only way one can account for the failure of the bill to pass before this time is the general inclination of the office holders to look with too much favor upon the "big" men of the retail trade as their guiding star. If the men who are opposed to the bill will go back home for their information, instead of listening to some department stores, they may find cause for changing their minds.

Naturally the department stores and the mail order houses of the country oppose this measure. And let it be said right now that whatever these institutions oppose is good legislation for the small dealer and nine times out of ten it is good legislation for the consumers. If the manufacturer were permitted to name the retail price of his product the mail order houses and many department stores would be robbed of their favorite implement for fooling the people. One of two things must eventually happen— the manufacturer must have the legal right to name the retail price of his product and enforce it, or national advertising and trade-marked goods must eventually cease to exist. In time the American magazines depending entirely upon national advertising, must see the light.

London Retailers Hold Big Banquet

First Annual Banquet a Huge Success—Address by Representatives of Various Trades —Splendid Toast List and Program.

ONE hundred hardware merchants, salesmen and guests attended the first annual banquet of the "Retail Hardware Merchants' Association" of London, Ont., held on Thursday night of last week. The gathering was probably one of the largest ever held by the retail hardware merchants of any one city in Canada. Slightly over a year ago the retail hardware merchants of London decided that they should know each other better. Get-together meetings were held and the result was the formation of the Retail Hardware Merchants' Association of London. One of the chief objects of the association was the promotion of a better feeling among the merchants of the city, and among their sales staff. It was felt that social gatherings could be held frequently and ideas exchanged between employers and employees of the city.

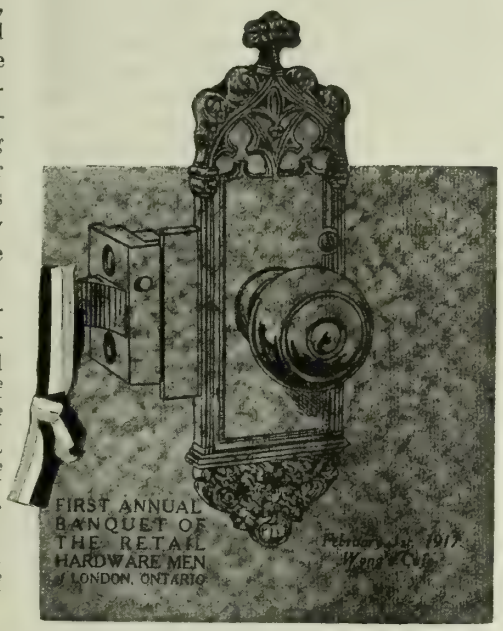
The first event was a huge picnic at Port Stanley last summer. The merchants arranged for a band, special train etc., and journeyed to the Lakeside resort. A full account of the picnic appeared in HARDWARE AND METAL at that time.

The first annual banquet was no less a success than the big picnic. A delightful program of speeches, music and recitations was presented. The menu was excellent, and the menu card was very appropriate for the occasion, showing the outline of a lock set as reproduced on this page.

Thos. A. Jones of Cowan's Hardware, President of the Association, presided as toastmaster, and in introducing a lengthy and brilliant toast list, explained the object of the banquet as a means of bringing together the hardware men of London for the mutual benefit of each and all, and the furthering of efficient service to their fellow-citizens.

Addresses were given by John Stevely, replying to the toast to "The British Empire;" W. R. Yendall "Canada," Mayor H. A. Stevenson and ex-Ald. C. W. Summers, "The City of London," Lieut-Col. W. M. Gartshore and J. J. Foote, "Made-in-London Goods;" C. A. Whitwam and S. Rae, "Wholesale Interests;" Adam Taylor, "Manufacturers' Interests;" Messrs. C. W. McGuire. George E. Perry and N. Curtis, "Oil Interests;" Geo. D. Davis, "The Press."

The toast to "The British Emprie" was responded to by John Stevely. The glory of Great Britain would never die,



he declared, and when this great war was over the Empire would emerge stronger, better, more united, and more wonderful than ever before. On the shoulders of the Empire had fallen a great portion of the burden of the struggle, and it was borne as only Britons could bear it.

W. R. Yendall, Canadian Richards Wilcox Co., said he appreciated greatly the international courtesy in asking him, a native of the United States, to reply to the toast to "Canada." His parents were English and he was proud of his British ancestry, especially in these days when the Union Jack was holding the civilization of the world together. He was hopeful that ere long he would also have reason to be proud of his American birth and that Old Glory would soon be flying alongside of the Union Jack.

"Canada is emerging from the provincialism and narrowness of the past. Canada has found herself, and from being a small nation, has come to the consciousness of her place in world affairs. Germany supposed that she was the only efficient nation, but is now discovering that efficiency does not depend on the blind obedience to a military autocracy, but on the energy and zeal of the people Canadians showed them at the battle of Ypres, when they stopped the rush to Calais, what efficiency really was. We have shown them in manufacturing, and we will continue to show them. We in Canada can organize as well as anybody, we can manufacture as well as anybody, and we can fight as well as anybody, when we want to. Canada will never desert the old land, but will remain true to her ideals of liberty and righteousness."

The toast to the City of London was responded to by Mayor Stevenson and ex-Ald. C. W. Summers, the latter a hardware merchant.

Mayor Stevenson spoke of the importance of the city from an industrial standpoint. He also referred to the excellence of the retail establishments of the city. He felt sure that the advertising campaign which the city intended to carry on throughout Western Ontario would bring excellent results to the retail merchants of the city.

Mr. Summers, expressed surprise at the size of the large hardware family of London. It was only by getting together at a gathering of this kind, that the merchants realized the size and scope of the business in which they are engaged. Mr. Summers referred to London as a splendid city in which to live and do business. All should be proud, he declared, to live in such a city as London one of the finest on the North American continent.

Lieut. J. J. Foote spoke on "Made in London" goods. Civic patriotism should be the motto of every Londoner. The people could buy in London to as good advantage as anywhere in Canada. London manufacturers stood very high, and it would be a great incentive to manufacturers if Londoners would purchase London-made goods wherever possible.

Lieut.-Col. Gartshore made a plea for greater patronage for Canadian-made goods, pointing out that one might completely clothe himself in goods made in London and build his home of brick, lumber and accessories all manufactured in the city. He also appealed strongly for generous support for the patriotic fund, that the families of London men now fighting for their country may be adequately cared for.

Col. Gartshore and Mr. Foote caused considerable merriment by two or three stories which they related.

In responding to the toast, "Wholesale Interests," C. A. Whitwam, of the Hobbs Hardware Co., referred to the wholesaler as the link between the manufacturer and retailer—the link that bears the brunt of the strain from both sides. He referred to the difficulties which confront the wholesaler at the present time. He pointed out that

the wholesalers were endeavoring to give the best possible service to the retailers and thus helping the latter to properly take care of his customers.

S. Rae, of the D. H. Howden Co., Ltd., gave an interesting talk on prices, and stated that although there were rumors of lower prices, the retailers could rest assured that the end of the high prices is not yet in sight, and that prices on many lines would go still higher. Taking iron pipes as one line, he referred to the present high cost of skelp, and said that although pipe is now high priced, the price of the manufactured product is low when compared with present costs of raw materials. Mr. Rae also referred to a number of other lines on which higher prices were inevitable.

Adam Taylor, of the Taylor, Forbes Co., Guelph, responded to the toast to the "Manufacturers." Mr. Taylor told in detail some of the difficulties confronting manufacturers to-day, both as regards the securing of raw materials and labor. Costs of production have increased tremendously and in many instances manufacturers have not advanced their prices to levels justified by present costs of material and labor. Mr. Taylor referred to the presence of the manufacturers, wholesalers and retailers, and stated that all were interdependent. They were working toward one common end, and the good feeling and loyalty that prevailed at the banquet was, he declared, an evidence of the good faith each had in each other.

Referring briefly to the jobber, Mr. Taylor stated that the jobber would or could not be eliminated as some people have suggested. The jobber is a necessity, and costs of distribution on most lines were lessened by passing through the jobber's hands. He cited the expense which would be incurred if the retailer wanting half a dozen small lots of goods had to secure them from six different sources instead of through the jobber. Mr. Taylor made a plea for support of "Canadian-made" goods, when, of course, all conditions are equal. He referred to the fact that Canadian manufacturers have made wonderful progress in manufacturing during recent years. On many lines they are the equals, if not the superiors, of many foreign manufacturers of hardware goods.

C. W. McGuire, Geo. E. Perry and N. Curtis responded to the toast to the "Oil Interests." It is significant that three names were attached to this toast. Those responsible for the programme asserted that by attaching so many names to this toast, they did not wish to infer that the "Oil Interetss" needed protection. However, those present took advantage of the occasion, and made many humorous references to oil trusts, robbers, wealth, high price of gasoline, etc. The oil men handled their subjects in a splendid manner. One speaker pointed out that oil producers are faced with a serious problem in the demand for gasoline increasing so rapidly, without a corresponding increase in the demand for coal oil.

G. D. Davis, editor HARDWARE AND METAL, responded to the toast to the press. He referred to the large part the press is playing in world events of to-day. He explained briefly the functions of the daily newspapers and trade papers, both of which are doing good work and are necessities in their respective fields.

Geo. E. Stanley, hardware merchant, of Lucan, Ont., one of the guests, was invited to address the gathering. Mr. Stanley stated that he had been in business for upwards of thirty years. He had always been more or less opposed to hardware associations, conventions, etc., but after having been present at this splendid banquet, and observing the splendid feeling of harmony which prevailed among the retailers, he arrived at the conclusion that he had missed a whole lot. Mr. Stanley had often read in the newspapers the advertisements of London hardwaremen, and thought they were a bunch of cutthroats. All his fears had been dispelled at the banquet. Mr. Stanley gave an excellent address on our duty to the Empire in this trying time and concluded with a recitation which was heartily applauded.

An abundance of good music was provided by the Forest City Male Quartette, who, during the evening, favored with many popular and favorite song offerings. Geo. A. Steer, a member of the London hardware fraternity, made a hit with songs and recitations. One solo, "The King of the Sea," was rendered with such excellent effect that it brought forth tremendous rounds of applause.

The Guests

The guests at the banquet were: Mayor Stevenson, Col. Gartshore, J. J. Foote, McClary Mfg. Co., London; W. C. Allen, Western Wire & Nail Works; C. W. McGuire, Imperial Oil Co.; Adam Taylor, Taylor, Forbes Co.; Jno. Stevely, Columbia Handle & Lumber Co.; W. W. Nobbs, Geo. C. Gunn, McClary Mfg. Co.; Geo. D. Davis, editor HARDWARE AND METAL; C. A. Whitwam, Hobbs Hardware Co.; S. Rae, D. H. Howden & Co.; W. B. Gillespie, Brandram Henderson, Ltd.; W. R. Yendall, Canadian Richards Wilcox Co.; Fred Crooks, Ohio Varnish Co.; H. Fowler, E. Carty, London Advertiser; J. A. Rose, Hobbs Hard-

A photograph of the Hardwaremen's Banquet held at London, Ont.

ware Co.; W. S. Radforth, Canadian H. W. Johns-Manville Co.; Messrs. R. F. Fox, G. G. Forsythe; W. J. McLeod, Campbell, Curtis, Kendall, Perry, Geo. and Roy Stanley, Lucan, Ont.; M. McKenzie, Clandeboye, Ont.; Thomas Shaddock and Thos. Shaddock, Jr., Ilderton.

London Hardwaremen

London Hardware merchants and salesmen present were: T. H. Purdom, Jr., Wm. Odell, J. G. Steele, C. W. Summers, C. T. Summers, A. C. Mitchell, Harry Able, J. Cox, Thos. A. Jones, A. H. Purdon, Wm. Kilpatrick, Rob. Kilpatrick, Chas. Craig, A. Westman, A. E. Westman, A. D. Westman, Jack Kingsborough, Mark Brown, Fred Foster, D. J. Cowan, R. G. Edgecombe, J. Gainier, H. Crummer, C. McKerlie, W. Haid, H. Gatecliffe, B. Scott, B. Jones, L. Kingsborough, Jim Cowan, H. Hawkey, A. Wier, E. Brady, Geo. Steer, Fray Hammett, Chas. Black, Wm. Heatherby, W. W. Chown, H. Nichol, A. Portsmouth, F. E. Jones, Geo. Brett, Sam Essery, H. Walden, W. J. Grey, Messrs, Agnew, McDonald, Portsmouth, Ryckman, Hassie, Mitchell.

FENCING THE HIGHWAYS

In a journey to-day across the Dominion, one is impressed by the miles of farm fencing, particularly in the far West. It seems but a day when the vast stretches of our Western territories from Manitoba to the Coast were one wide field. To-day, for hundreds of miles, in any direction you travel, railroad and other property is substantially fenced; it shows to what extent the vast areas have come under cultivation either for crops or stock. No better evidence of substantial growth could be had.

CUTLERY PLANT IN CANADA

For some months there have been rumors that a cutlery plant was shortly to start operations in Canada, but no definite announcement has been made. It is known that an American firm is desirous of selling its cutlery manufacturing plant to any Canadians who may be interested in starting a plant in Canada.

STORES ARE DESTROYED

Quebec. — Fire entirely destroyed three buildings in the commercial section of St. Roch's Ward. The establishments gutted are the piano sales rooms and stores of Cyrille Robitaille, registered, the sales rooms and stores of the furniture department of the P. T. Legare, Limited, and the hardware store of Giguere and Company. All three stores were on St. Joseph street.

LETTERS TO THE EDITOR

Winnipeg, Man., Jan. 17th, 1917.

To the Editor,

HARDWARE AND METAL, *Toronto.*

Dear Sir,—Would you be good enough to give us your experience, your opinion, or open your columns for a discussion of the necessity or not of rendering full and complete itemized invoices for each and every account at the end of each and every month. I take it for granted that the great majority of retail stores use the counter book, where each book and page are consecutively numbered, and on which a complete itemized record is made of every purchase, and which of necessity goes to the customer.

Now the point is why should so much office time be necessary in a duplication of work, when all that should be necessary is a statement of date (book and page number in case reference is necessary) and amount with the total, which should agree with slips already delivered with goods. Has this style not always been the recognized and only system with the grocer, butcher etc.? and while it may be that the grocer has many more items to ennumerate, still if the principle is successful with him why should it not be with the hardware merchant?

Thanking you in anticipation, we remain,

Respectfully yours,
C. C. FALCONER & CO.,
Per C. C. Falconer.

This is a question that has been taken up with a good many merchants by HARDWARE AND METAL at different times. There are arguments from the point of view of the merchants and that of the customer, but, as usual, the customer wins.

It is perfectly true that Mr. Falconer complains that the method of rendering a full and complete itemized invoice for each and every account at the end of each and every month involves a considerable amount of labor, and is in a sense a duplication inasmuch as the items on each sales slip were made out at the time of the original purchase by the clerk and a copy given to the customer.

We would like to make one point clear and that is that, while a good many stores continue the Day Book system of entering sales in a book, and then copying them out again into a ledger, the way that is coming into favor in many stores of late is to use the duplicate of the sales slip and copy the item into the ledger, using a carbon so that when the account is sent to the customer the store will retain a copy for itself. This is called the "loose leaf ledger" system.

This work of copying in the items should be done by the bookkeeper every morning, so that at the end of the day all the items of the sales on credit of the previous day should have been entered up in the monthly account sheet of each customer. This means that at the end of the month nothing further need be done except enter up the last day's sales and total the bill.

As Mr. Falconer suggests, many merchants are content to enter up, opposite January 5, for instance, "To goods, $7.62;" January 10, "To goods, $8.43;" January 18, "To goods, $4.65," and so on, and marking opposite each one of these the number or numbers to show the reference to the original sales slip, so that this could be referred to, to get particulars of any one day's sales. The ordinary purchaser, however, frequently, does not keep his individual sales slip. The business man does, but the private individual does not as a rule. This is true in the case of grocers as well as hardware men, and true also in the case of butcher bills. The account when it comes in, if each item is marked "To goods," or "To mdse.," is very indefinite, and if the customer has not kept his separate slip for each day, he has no idea as to whether it is correct or not. He usually looks to the merchant to tell him what separate items were contained under the general heading "Mdse." and the bill that contains these items is much more satisfactory to the customer.

After all, the practice generally recommended would be to suit the wishes and convenience of the customer and if you render an account which he can O.K. at once, it is far more satisfactory for him and therefore for the merchant. Where a monthly bill has been sent in, in detail, and not paid, we would not, of course, advise rendering it in detail again, the next month. It should be sufficient to refer to it as "To account rendered, $76.85."—Ed.

Wholesale Business Changes Hands

Word has been received that Martin, Finlayson and Mather, hardware wholesalers of Vancouver, B.C., have sold their wholesale business to Wood, Wallance and Leggatt.

It is impossible to get details of the transaction at time of going to press but it is understood that the business will be conducted under the name of Wood, Vallance and Leggatt in future.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Hardware prices continue to advance, and the trade generally looks for continued high prices for another year. The demand for iron and steel is as insistent as ever. Ingot metals have scored big advances in price during the past two weeks. Antimony, for instance, has doubled in price, while lead, tin and copper have gone to higher levels. Freight embargoes placed by the railways on shipments east of Toronto have seriously affected the trade, both wholesalers and retailers being greatly inconvenienced. Business continues good. One large hardware jobber reports an increase of 25% in January business over the corresponding month of last year. All paint materials are firm in price, and linseed oil has advanced 15c per gallon during the week. Among the many lines on which advances in price have occurred during the week are: washing machines, jack chain, auger and car bits, padlocks, Stillson wrenches, steel game traps, coal oil, corn brooms, bolts and nuts. Hardware manufacturers are badly handicapped owing to the scarcity of raw materials and efficient labor.

MONTREAL MARKETS

MONTREAL, Feb. 7.—The upward trend in prices in the hardware lines of business continues merrily. This week sees many more changes, and some very important ones. Notable are the new discounts on bolts and nuts, which means a 10 p.c. advance at least. Stillson's wrenches are up considerably also under a new price list and new discount also. There are several further changes in shelf goods, including new prices on a number of lines of steel traps. Iron and steel markets keep very firm, adding to the rising tendency of goods manufactured therefrom, and the market for the metals is very firm in most lines, especially tin, antimony, and the solders made from these metals. More and more is it imperative for retailers in hardware to attend closely to market movements now that the United States shows warlike deportment in the world conflict, as this will probably mean disturbed metal manufactures in the sources of supply for many Canadian commodities.

Shelf Goods Show Many New Changes

SHELF GOODS.—There are still continued advancing tendencies in all manner of shelf goods, and the hardware merchant has every reason to watch prices with care, and keep close tab on changes which are occurring, and bound to go on occurring apparently from week to week in the upward direction. From conversations with many men in close touch with conditions throughout Canada and the U. S. A., one leading hardware wholesaler of Montreal has gained the impression that the end is still distant in the upward movement of prices in shelf goods, and that supplies are very, very scanty.

Jack Chain Up This Week

Steel jack chain is now priced net list, and brass jack chain is plus 20 per cent., again an upward movement.

Auger Bits and Car Bits Up

Irwin's auger bits are now 33 1/3 per cent. off list, and Irwin's car bits 37½ off list, an advance of at least 10 per cent. Snell car bits are priced at 30 off list now.

Padlocks Net List

The latest advance in padlocks of all kinds makes them net list in practically every case. There has been a steady upward trend in these.

Steel Squares Uncertain

It looks as if there might be an advance before very long in steel squares. There are hints given of this possibility.

Screws Might Advance

Bolts and nuts have advanced, and there is a saying in the hardware trade that when these go up, wood screws are likely to follow suit. The market is worth watching in connection with screws.

Stillson's Wrenches Up

Last week in this column a prediction was made definitely that Stillson's wrenches were climbing in price. Here are the new prices which have just been issued, also the new discount by one large firm in Montreal; other firms not perhaps bound to the same discount:—Stillson's wrenches, new price list—6-in., $2; 8-in., $2.25; 10-in., $2.50; 14-in., $3.50; 18-in., $5; 24-in., $7.25; 36-in., $13.50; 48-in., $20; discount 60 per cent. off list.

Stillson's wrench jaws, frames and nuts list prices:

	Jaws.	Frames.	Nuts.
6-in.	$0 75	$0 38	$0 12
8-in.	80	42	15
10-in.	85	50	20
14-in.	1 15	60	30
18-in.	1 75	75	35
24-in.	2 25	95	55
36-in.	4 35	1 90	1 10

Discount 60% off.

New Prices on Various Steel Traps

New prices are issued on various lines of steel traps as follows (per doz.):

Number	Victor	Uneida	Newhouse	H&N
0	$1.40	$1.80	$2.90	.....
1	1.63	2.10	3.40	$2.50
1½	2.45	3.20	5.15	3.75
2	2.45	4.65	7.60	5.25
3	4.55	6.20	10.00	7.00
4	5.35	7.25	....	....

Number 5 Newhouse traps are quoted at $87 per dozen, and No. 50 at $61.80 per dozen.

Gasoline and Coal Oil

While gasoline remains unchanged in price at 29½c per gallon for large quantities ex car, coal oil is advanced this week to 14c per gallon for supplies in barrels of 45 gallons.

Glue Very Scarce

Glue is very scarce, and some large wholesalers are now quoting only subject to market without prices, and are doing business at that.

Pocket Cutlery Firm

The market for all forms of pocket cutlery is reported very firm and supplies scarce. Dealers are glad to get the various staple lines of boys' and men's knives without going in for fancy goods now.

Corn Brooms and Washing Machines Up

WASHING MACHINES.—New lists have been issued by manufacturers of washing machines. The discounts remain unchanged at 45 per cent., but the net advances range from 25c to about $5 per machine.

Corn Brooms Up, Also Whisks

A 15 per cent. advance in corn brooms

and rice root whisks was noted by another large firm of wholesalers in Montreal this week, and this is in accordance with predictions made recently in HARDWARE AND METAL.

Wire and Nails Maintain Prices

WIRE NAILS, ETC.—With steel and iron in their firm condition of market, which is in some views likely to be intensified rather than reduced as the year goes on, there is little surprise expressed at the hints always heard here and there in connection with wire and nails that these lines have not seen anything like their last advances. But for the present week there are still no changes in prices to report in Montreal in either nails or wire. Barbed galvanized wire is quoted at $5.50 base; plain galvanized No. 9 at $5.50 also; No. 12 at $5.65; and No. 13 at $5.75 per hundred pounds. No. 9 coil spring wire is at $5.55, and No. 12 quotes at $5.70 in Montreal. Steel wire nails are still at $4.75 base, and cut nails at $4.50 base. Demand is quite brisk, and supplies none too plentiful.

Several Lines of Plates Are Advanced

SHEETS, PLATES, ETC. — Some large dealers are absolutely sold out of many lines of plates in Montreal, notably all the familiar importations in the way of galvanized sheets from England, tinplate, and such metal plates as are demanded by the British munitions industries. Quotations are almost entirely nominal in Montreal at present, and those who are able to secure supplies are fortunate under present conditions. The question of price enters less into the transactions now than does the question of supplies and possible deliveries for future needs. There has been no advance in prices of black sheets this week, and current quotation figures are steady. Bright cokes have, however, advanced in price by a dollar a box this week, and they are in very scanty supply. Canada plates are also up in price by 25c per case, but the prices are practically nominal at that, for there are so few of these available. The market is tremendously firm for all heavier classes of iron and steel plates.

Iron and Steel in Steadily Firm Market

IRON AND STEEL.—There is no change in the general condition of the market for iron and steel this week. Unprecedented firmness persists, and further advances in many lines of good manufactured from iron and steel are anticipated. Some, as will be noted, have already taken place this week. There are still only nominal prices available in Montreal for domestic pig iron from $40 per ton upwards to perhaps $45 being considered around the range of the market. U. S. war rumors keep agitating the market, and make predictions impossible. Prices for the principal iron and steel items on the market lists in Montreal are as under:

	Basis.
Common bar iron, per 100 lbs.	$ 3.40
Refined iron, per 100 lbs.	3.65
Horseshoe iron, per 100 lbs.	3.65
Norway iron	10.25
Mild steel	4.30
Band steel	4.30
Sleigh shoe steel	4.30
Tire Steel	4.50
Toe calk steel	5.20
Mining tool steel, per lb.	0.13½
Black Diamond tool steel, per lb.	0.13½
Spring steel	6.00

Bolts and Nuts Have Advanced

BOLTS AND NUTS.—New discounts on bolts and nuts effective Feb. 1 have been placed on the records of the Montreal wholesale hardware houses. The new discounts show an advance, which technically is styled a "five-point" advance all over, or rather less than 10 per cent. Following are the lines affected and the new discounts:

Carriage bolts ($1 list) ⅜ in. dia. and smaller	20%
Carriage bolts ($1 list) 7-16 in. dia. and larger	05%
Machine bolts ⅜ in. dia. and smaller	20%
Machine bolts, 7-16 in. dia. and larger	10%
Sleigh shoe bolts, ⅜ in. dia. and smaller	10%
Sleigh shoe bolts, 7-16 in. dia. and larger	05%
Coach and lag screws	30%
Skein bolts	25%
Square head blank bolts	10%
Bolt ends	10%
Plow bolts	10%
Elevator bolts	15%
Fancy head bolts	10%
Shaft bolts ($3 list)	10%
Step bolts, large head ($3 list)	10%
Whiffletree bolts	10%
Nuts, square	Net list
Nuts, hexagon	Net list

Terms: 2% off 30 days from date of shipment.

Tin Takes the Front Place in Metal Market

INGOT METALS.—The market for the principal ingot metals this week shows to some extent the effects of the world complications connected with the war, and the new attitude of the United States accentuates this effect. Antimony and tin are the metals which seem most immediately disturbed in market by the developments; tin in particular is found in very much firmer market.

Tin Advances in Price

TIN.—Early last week tin evinced symptoms of coming firmness; indeed, an actual increase of about ¾ of a cent was recorded, prices quoted in Montreal then being from $45.75 to $50, and stocks reported small. This week tin has experienced a much sharper advance, having risen rapidly in the New York market to $56 per hundred pounds for five-ton lots, which would mean fully $60 per hundred pounds in Montreal for small supplies. Some tin is still marketed at $52 to $54 per hundred Montreal, ex store. Stocks of tin in Montreal are extremely light, and there is the greatest possible uncertainty in securing further supplies to order from outside owing to railway difficulties. One reason for the advance is said to be the serious effect on sea transportation of recent submarine marauders, most of the supplies of tin for this continent coming from the Straits Settlements via England, or from England direct in some instances, and ship space is limited to extremely small dimensions, while marine risks are affected in the opposite manner.

Antimony Keeps Firm

ANTIMONY.—Following its spectacular advance from $18 per hundred pounds of the previous week to $30 per hundred in Montreal last week, antimony keeps in decidedly firm market, with New York quoting $25 per hundred, which sets the Montreal price at the higher figure of $30 still. There is very little antimony available on the market, and the insistence of a brisk jobbing demand seems likely to keep the price of this metal high for the immediate future. More production by Oriental mines would be in turn affected by the difficulties of marine transportation.

Lead Maintains Firm Market

LEAD.—Still there is the firmest possible tone in the market for lead in Montreal. Prices which last week advanced a dollar per hundred over the quotations of the previous week, and were at $8.50, are shaded up again this week, and not much lead is available in Montreal at the $8.50 price. One large firm was almost absolutely cleaned out of lead during the week, and though supplies had been on order for months, deliveries of the metal are so slow that no guarantees can be given for delivery of future orders. Quite a considerable premium is easily leviable on prompt shipment orders and demand is strong.

Copper Firm as Ever

COPPER.—The market for copper was strong, but not excited during the week, and prices remained as quoted last week, but with an intensely firm tone. Owing to the great shortage of copper in Montreal quotations are almost merely nominal, but for small orders from $35 to $36 per 100 pounds would be asked or even higher, with casting copper at about $36 to $37 per hundred.

Spelter in Quieter Market

SPELTER.—A quiet mood has come over the market for spelter as compared with previous experiences in the past few months, and though demand for domestic purposes keeps fairly good, there is not any marked activity in the condition of market at present. Prices, which moved up about a cent last week as compared to the previous week, are now at $16 to $16.25 in Montreal per hundred pounds, and stocks are quite low, with replenishment retarded by railway congestion.

Aluminum Steady Still

ALUMINUM.—Steadiness is the characteristic of the market for aluminum

this week, with no price changes as compared with conditions of last week. The quotation $18 per hundred pounds holds for the present in Montreal, and, while demand is fairly steady, and supplies affected by the same conditions as pertain to the other metals, there is no spectacular feature either in tone or tendency in this market just now.

Scarcity of Scrap Metals is Evident

OLD METALS.—One of the principal features noted in the market conditions affecting old metals in Montreal at present is the shortage of supply. A very brisk demand exists for all kinds of old metals, and to unearth a long-forgotten store of almost any kind of metallic "junk" would be akin to the discovery of a gold mine. The price of old cast iron and stove plate, for instance, is quite considerably advanced now in Montreal, being put at $18 to $19 per gross ton (of 2,240 pounds), this being the usual standard of weight for old iron in Montreal. For the other old metals in demand at present prices are as quoted below, and it may be noted that copper, tea lead, heavy lead pipe, and heavy zinc are all in firmer market this week as compared with previously ruling prices:

	Per lb.	
Tea lead	0.06½	....
Heavy lead pipe	0.08¼	....
Yellow brass	0.15¾	....
Red brass	0.19½	....
Light brass	0.10½	....
Heavy zinc	0.08½	....
Heavy copper	0 25½	....
Old cast iron, per gross ton	18.00	19.00
Stove plate, per ton	11.75	....
Old rubbers, boots and shoes	0.08¾	....
Overshoes, lumbermen's rubber boots	0 06½	......
Auto tires	0 05½	......
Bicycle tires	0 02½	......

Lead and Zinc Goods In Firmer Market

LEAD AND ZINC, ETC.—The market for lead products, zinc sheets and similar lines, also the solders, is very firm at present, with supplies very scarce. Especially is the firmness noted in the solders and articles into which tin and antimony enters, such as babbitt metals. These are all firm, and will probably be firmer. Following prices are quoted this week in Montreal:

Lead pipe, lb.	$0.15	....
Lead waste pipe, lb.	0.16	....
Lead traps and bends	Net list	....
Lead wool, lb.	0.15	....
Lead sheets, 3 lbs. sq. ft.	0.14	....
Lead sheets, 3½ lbs. sq. ft.	0.14	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.14	....

Cut sheets, ¾c lb. extra and cut sheets to size 1c lb. extra.

Solder, guaranteed, lb.	0.37	....
Solder, strictly, lb.	0.35	....
Solder, commercial, lb.	0.33	....
Solder, wiping, lb.	0.33	....
Solder, wire, lb.	0.31	0.52
Zinc sheets, per lb.	0.33	....

TORONTO MARKETS

TORONTO, Feb. 9.—With embargoes on the Grand Trunk and Canadian Pacific Railways on all points east of this city, the prospect of getting deliveries of goods has reached a more acute stage. How long the embargo will remain on is not yet known. It is stated by the companies that the condition has been necessitated by the storms and severe weather. There is also in all probability a dearth of shipping to take the freight from the ocean ports, and this is causing the freight to back up. The Canadian Northern Railway at the time of writing was still accepting goods for shipment east. The most notable price change during the week was the advance in linseed oil of 15c per gallon. The new price of $1.35 per gallon for raw linseed oil establishes a new high record for that commodity. Advances have been recorded in the price of glue. An unprecedented demand has arisen for this article on the realization that there is a shortage of supplies. Users are willing to pay almost any price asked in order to get it. Barb wire has advanced 50c per hundred. Sisal clothes lines have also advanced in conformity with the higher prices for all sisal products. Changed discounts on wrenches provide for an increased price. New discounts on bolts and nuts provide for an increase in these commodities. Lace leather has advanced. Lead pipe and waste pipe have gone up 1c per pound. Brooms have made a further advance. Coal oil has gone up 1c per gallon. Discounts on glass have been changed to provide for an increased price. White lead in oil is firm and higher prices are a probability. Business has been good during the week in spite of the difficulties attendant upon shipping.

Stillson and Trimo Wrenches Up 10%

WRENCHES.—An advance of approximately 10 per cent. has been made in the price of Stillson and Trimo wrenches. Coes wrenches remain unchanged. Agricultural wrenches also remain unchanged. This advance follows an intimation in these columns last week that there was strong probability of such a movement in the market.

Bolts and Nuts Have Been Increased in Price

BOLTS AND NUTS.—An advance of approximately 6½ per cent. has been made effective in the price of bolts and nuts. Carriage bolts are now quoted at 20 per cent. off list for the ⅜-inch and smaller, as compared with the former discount of 25 per cent. Carriage bolts of 7-16-inch diameter and larger are now quoted at 5 per cent. off list, where formerly the discount was 10 per cent. Similar advances have been made in machine bolts, sleigh shoe bolts, coach and lag screws, square head blank bolts, bolt ends, plow bolts, elevator bolts, fancy head bolts, step and shaft bolts, whiffletree bolts, tire bolts, square nuts and hexagon nuts. Discounts are as follows:

	% off list
Carriage Bolts ($1.00 list)—	
⅜ in. and smaller	20
7-16 in. and larger	5
Machine Bolts—	
⅜ in. and smaller	20
7-16 in. and larger	10
Sleigh Shoe Bolts—	
⅜ in. and smaller	10
7-16 in. and larger	5
Coach and Lag Screws	30
Skein Bolts	25
Square Head Blank Bolts	10
Bolt Ends	10
Plow Bolts	10
Elevator Bolts	15
Fancy Head Bolts	10
Step and Shaft Bolts ($3 list)	10
Whiffletree Bolts	10
Nuts, Square	Net list
Nuts, Hexagon	Net list
Stove Bolts	55
Tin Bolts	40

Sisal Clothes Lines Have Advanced 20%

CLOTHES LINES.—Following the advance recorded last week in sisal products, some wholesale hardware houses have made effective an advance in the price of sisal clothes lines, which approximate 20 per cent. For instance, on the three-ply 48-foot lines the selling price has been advanced from $1.20 to $1.45 per dozen, and on the six-ply 48-foot lines there has been an advance of 40c per dozen, the selling price now being $2.32, as compared with $1.92 formerly. There have been corresponding advances on the 30-foot, 40-foot, 60-foot, 72-foot and 100-foot lengths for both the three-ply and six-ply.

Lace Leather Has Increased in Price

LACE LEATHER, BELTING.—There has been a firm tendency in the market for side lace leather and cut lace leather, which has worked toward higher prices in certain quarters during the week. There was a movement toward higher levels last week when the lower quotations were moved upward 5c per pound. The range of prices for side lace leather is now from $1.35 to $1.45 per pound, and for cut lace leather from $1.50 to $1.65 per pound. Belting has held steady in price for some weeks, although there is a firmness in the market owing to the scarcity of leather suitable for this purpose, and also because there has been such a tremendous demand for belting of all kinds. Extra quality belting is quoted at 30 and 5 per cent. off list, and standard quality at 40 per cent. off list. Demand for belting is greater than the supply.

Barb Wire Moved Upward 50 Cents

WIRE, NAILS.—An advance of 50c per hundred pounds has been made effective in the price of barb wire. The selling quotation is now $5 per hundred, as compared with $4.50 formerly. There is a continued firmness in the market for all wire products in conformity with a similar situation in the United States. Wire nails are also in firm market, but the prices quoted are still at $4.70 base.

Corrugated Sheets and Galvanized Shingles Firm

SHEETS, PLATES.—There is a firmness in the market for corrugated sheets and galvanized shingles. To some dealers the condition seems to point to higher prices. Galvanized sheets are also in very firm market. Some of the dealers are cleaned out of sheets, but expect to get supplies in the near future. High prices for the galvanized sheets are operating to curtail consumption; in many instances black sheets are being used with a coat of paint to take their place.

Advances Are Again Made in Iron and Steel

IRON AND STEEL.—Advances have been recorded again in a number of lines of iron and steel. Angles which last week were quoted at $4.25 base are now quoted from $4.50 to $4.75. Horseshoe iron is also quoted up 25c at $4.25. Mild steel has advanced 25c per hundred and band steel from 10c to 35c. Following are the quotations:

	Per 100 Lbs.	
Common bar iron	$ 3 90	$ 4 00
Common bar steel	....	4 25
Refined iron	4 15	4 25
Angles, base	4 50	4 75
Horseshoe iron	4 00	4 25
Norway iron	7 50	....
Mild steel	....	4 25
Band steel	4 50	4 75
Mining tool steel	14 00	22 00
Sheet cast steel	23 00	29 00
Spring steel	....	6 00

PIG IRON.—There is really no change in the pig iron situation. Canadian foundry iron is still off the market, and there is no prospect of supplies being obtainable until there is sufficient coke available for the furnace to operate. Coke is still a very scarce commodity, notwithstanding efforts made by the railway companies to relieve the situation. A considerable tonnage of pig iron is being imported from the States.

Quotations on Old, Heavy Copper Higher

OLD MATERIALS.—Old heavy copper is quoted ¼c to ¾c per pound higher during the week, at 24c to 24½c. There is uncertainty in the old materials market awaiting the developments with respect to the entry of the United States into the war. Demand for these materials has been fairly active during the week. With the one exception, noted prices are the same as those quoted last week:

	Per lb.	
Tea lead	$ 0 06	......
Heavy lead pipe	0 08	......
Yellow brass	0 15¾	......
Red brass	0 19½	......
Light brass	0 10½	......
Heavy zinc	0 08	......
Heavy copper	0 24	0 24½
Old cast iron, per ton	15 50	$16 00
Stove plate, per ton	11 75	......
Old rubbers, boots & shoes	0 08¾	......
Overshoes, lumbermen's rubber boots	0 06½	......
Auto tires	0 05½	......
Bicycle tires	0 02½	......

Ingot Metals Firm And Advancing

Ingot metals are all firmer this week, with advances recorded in several instances. The future is very uncertain. Stocks of all metals are very light.

LEAD.—The lead market is very firm and lead prices are now at the highest levels that have prevailed since the outbreak of the war. Quotations at New York are purely nominal. Local prices range from 10¾c in large shipments to 11c for small lots.

BOLTS AND NUTS.
Discounts off Standard List. Effective Feb. 1, 1917.

	%
Carriage Bolt ($1.00 list)—	
⅜ in. dia. and smaller	20
7-16 in. dia. and larger	5
Machine Bolts—	
⅜ in. dia. and smaller	20
7-16 in. dia. and larger	10
Sleigh Shoe Bolts—	
⅜ in. dia. and smaller	10
7-16 in. dia. and larger	5
Coach and Lag Screws	30
Skein Bolts	25
Square Head Blank Bolts	10
Bolt Ends	10
Plow Bolts	10
Elevator Bolts	15
Fancy Head Bolts	10
Step and Shaft Bolts ($3.00 list)	10
Whiffletree Bolts	10
Tire Bolts	40
Square Nuts	Net list per 100 lbs.
Hexagon Nuts	Net list per 100 lbs.

COPPER.—For the first time in 34 years the American metal market on Monday of this week did not quote a price on copper. U.S. producers claim they have no copper. Efforts are being made to have a Government census taken. Locally the price is 37c lb.

ANTIMONY.—The antimony situation is attracting considerable attention, and very little spot antimony is offered. Prices are double those asked a month ago, and locally the price ranges from 35c in large lots to 38c for small lots.

TIN.—Tin like all other metals is higher and the market is very uncertain. Price locally is 57½c lb. with concessions to large buyers.

SPELTER.—Quotations on spelter are unchanged from last week. Stocks are very light and prices range from 13½ to 15c lb.

ALUMINUM.—Prices on aluminum are unchanged, at 68c lb.

Big Advances in Lead Sheets, Pipe and Solder

LEAD AND ZINC PRODUCTS.—Lead pipe and lead waste pipe advanced 1c per pound during the week, lead wool increased 1c, lead sheets have gone up 1¼c to 1½c per pound and solders of all brands have advanced 4c to 5c per pound. There is a firm market in the lead and tin markets with higher prices and this has sent the prices of their products skyrocketing also. Quotations are as follows:

Montreal—		
Lead pipe, lb.	$0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	....
Lead wool, lb.	0 13	....
Lead sheets, 3 lbs. sq. ft.	0 13¾	....
Lead sheets, 3½ lbs. sq. ft.	0 13¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 13¼	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 34	....
Solder, strictly, lb.	0 32¼	....
Solder, commercial, lb.	0 31¾	....
Solder, wiping, lb.	0 31½	0 32
Solder, wire, lb.	0 35	....
Zinc sheets, per lb.	0 25	....

United States Government After Sisal Commission

ROPE, TWINE.—The recent advance in sisal rope lends interest to the fact that the United States Government has started proceedings under the Sherman anti-trust law seeking to end the alleged monopoly in Mexican sisal. The Federal Department of Justice of the United States has brought action and a petition has been filed which states some facts connected with the sisal industry as follows: "As a result of the unlawful combination, conspiracy and agreement, the defendants have obtained a complete monopoly of trade and commerce in sisal among the States of the United States and between the United States and Mexico. The Comision Reguladora has become the sole purchaser of sisal from the producers in Mexico, and the sole importer of sisal into and the sole seller of sisal in, the United States. The defendants have been and are able to fix arbitrarily the price of sisal in the United States. The price which at the time of the formation of the unlawful combination, conspiracy or agreement was 5¼c. per pound at New York, and for more than five years prior had averaged about 5½ cents has been rapidly advanced. By May 22, 1916, it had reached 7⅝ cents at New York, notwithstanding the quantity imported into the United States for the year ending June 30, 1916, was greatly in excess of any previous year. By July 11, 1916, the price had been further increased to 10⅜ cents, by December 23, 1916, to 14½c., and by January 25, 1917, to 16½c. At the present price of sisal, the cost of the binder twine necessary to harvest the annual cereal crop of the United States will be increased by more than $25,000,000 over the cost in 1915."

Locally all cordage lines have held firm

during the week at the advances recorded last week. It remains to be seen what will come of the action now being brought by the United States against the Comision. In the meantime prices on binder twine for the present year have not yet been named, but it is expected they will be issued in the near future.

Demand for Enamelware and Tinware is Good

STOVES, ENAMELWARE.—There is a good demand for enamelware and tinware of all kinds, better in fact than at this time last year. This same condition prevails with respect to gas ranges, for which there is an excellent demand at the present time. The season for stoves and heaters is somewhat quiet at present following an extra heavy demand for the present season's business. Difficulty in obtaining many lines of raw materials is still a big factor in the manufacture of a sufficient supply of gas ranges. Prices in these various lines have held steady during the week.

Brooms Again Make Advance of 10%

BROOMS.—There has been a general advance on the price of brooms approximating 10 per cent. One line that formerly sold for $7.80 per dozen is now quoted at $8 for the four-string brooms. On the five-string broom the advance has been from $9 to $9.25 per dozen. For the six-string the selling price was formerly $10.50 while the new price is $11. All grades and classes of brooms by the same maker has advanced in a similar proportion. There have been further advances in broom corn in the United States. Where formerly it was sold at $250 to $260 per ton it is now changing hands at $300 per ton.

Discounts on Pumps Have Been Changed

PUMPS.—By a change in discounts on brass lined cylinders and brass body cylinders for pumps an increased price has been made effective in these lines. Brass lined cylinders are now quoted at 25 per cent. discount off list, as compared with 30 per cent. formerly. Brass body cylinders are now quoted at a discount of 20 per cent., the former discount being 25 per cent. The discount on pumps remains at 35 per cent. On cistern pumps the discount is 30 per cent. on some and 35 per cent. on others, according to the style.

Coal Oil Up 1c Gallon; Gasoline Market Firm

COAL OIL, GASOLINE.—An advance of 1c per gallon has been recorded in the price of all coal oil, which now makes the selling price of Canadian prime white and Royalite 13c per gallon, Palacine 16c per gallon, Lampoline 14c per gallon and Electroline 17c. Fuel oil has also advanced in barrel lots ¼c per gallon to 12¼c. Gasoline is in firm market but quotations during the week were at 28½c and 29c per gallon with benzine one cent per gallon less than gasoline. Crude oil in the Mid-Continent field is still quoted at $1.70 per barrel but there was a falling off in production of crude during the month of January. Consumption of gasoline continues heavy for this time of the year. Higher prices on gasoline are anticipated.

New Washing Machine Lists Have Been Issued

WASHING MACHINES.—New lists on washing machines have been sent out to the trade during the week which make effective higher prices on many lines of machines. The increase in some machines amounts to 25c net while in some of the higher-priced machines the advance amounts to as much as $8. With some machines there has been no increases. Discount on the new list remains the same as on previous lists at 50 per cent. off. List prices on some of the lines will be found in current quotations.

Firmness in Wood Screws

SCREWS.—There is a firm market for wood screws of all kinds with a strong probability that advances will be recorded in these lines in the near future.

LONDON MARKETS

LONDON, Feb. 8.—Prices continue to advance rapidly and prospects are for much higher prices in the near future. In addition to higher prices many lines are almost impossible to procure now and the situation is sure to become worse when the spring trade opens. Most merchants are busy just now taking in spring goods and marking them in preparation for spring trade. Business continues seasonably good. Colder weather lines are going good. Collections are quite satisfactory.

PRICES FOR WASTE PAPER

Letters have been received from a number of Western Canada readers, who claim to have considerable difficulty in disposing of waste paper. HARDWARE AND METAL has been advised by a large Toronto firm that they will purchase ordinary scrap paper at the following prices for car lots:

F.o.b.	**Winnipeg**	**$9.00 ton**
„	**Brandon**	**8.00 „**
„	**Regina**	**6.00 „**
„	**Saskatoon**	**5.50 „**
„	**Prince Albert**	**5.00 „**
„	**Calgary**	**3.00 „**
„	**Edmonton**	**3.00 „**

Bolts and Nuts Have Been Increased in Price

BOLTS AND NUTS.—An advance of approximately six and one-half per cent. has been made effective in the price of bolts and nuts. Carriage bolts are now quoted at 20 per cent. discount off list for the ⅜-inch diameter and smaller as compared with the former discount of 25 per cent. Carriage bolts of 7-16 inch diameter and larger are now quoted at 5 per cent. off list where formerly the discount was 10 per cent. Similar advances have been made in machine bolts, sleigh shoe bolts, coach and lag screws, square head blank bolts, bolt ends, whiffletree bolts, tire bolts, square nuts and hexagon nuts. Discounts are as follows:—

Carriage Bolts ($1.00 list)—	% off list
⅜ in. and smaller	20
7-16 in. and larger	5
Machine Bolts—	
⅜ in. and smaller	20
7-16 in. and larger	10
Sleigh Shoe Bolts—	
⅜ in. and smaller	10
7-16 in. and larger	5
Coach and Lag Screws	30
Skein Bolts	25
Square Head Blank Bolts	10
Bolt Ends	10
Plow Bolts	10
Elevator Bolts	15
Fancy Head Bolts	10
Step and Shaft Bolts ($3 list)	10
Whiffletree Bolts	10
Nuts, Square	Net list
Nuts, Hexagon	Net list
Stove Bolts	55
Tin Bolts	40

New List Prices on Wringers Made Out

WRINGERS. — New list prices on wringers have been worked out. Figured at 45 and 5 per cent. off the new list the net prices on some of the lines are as follows: Royal Canadian, one year, plain bearing, 11-inch roll, $44.31 per dozen; Eze, one year, ball bearing, 11-inch roll, $47.97 per dozen; Bicycle, three-year, ball bearing, 11-inch roll, $53.98 per dozen; Warranty, five years, ball bearing, 11-inch roll, $59.98.

Wooden Wash Tubs Advance 10 Per Cent.

WASH TUBS.—An advance of 10 per cent. has been made in wooden wash tubs during the week. There has been a firmness in the market for these goods for some time past and the result has been higher prices. No. 0 size are now quoted at $12.25 per dozen; No. 1 size at $10.75 per dozen, and No. 2 size at $9 per dozen.

Axes Make Advances Approximating $1.50 Doz.

AXES. — New prices that have been made effective on axes provide for an increase of approximately $1.50 per dozen. Wellandvale Special are now quoted at $9.75 per dozen, Cherokee at $10.50 per dozen; Hand-made at $10 per dozen; Eagle handled at $10 per dozen and Cherokee handled at $13 per dozen. There is a firmness in the market for axes owing to the situation in steel.

Socket Chisels Have Advanced 25 Per Cent.

CHISELS.—An advance of 25 per cent. by the changing of the discounts on these lines. Socket firmer chisels, socket framing chisels, socket corner chisels and socket slicks are now quoted at a discount of 50 and 10 per cent. off list. Usual extras are still charged for beveling.

Garden and Lawn Shears Marked Up

SHEARS.—New prices have been put into effect on garden and lawn shears which provides for a substantial increase. The price for the 8-inch plain garden shear is now 95c. each, for the 8-inch notched garden shear, $1.25 each, 9-inch plain is quoted at $1.25, and 9-inch notches at $1.50. Two-inch ladies' garden shears at $1 each.

Wire Nails Firm.

There is a firmness in the market for wire nails and cut nails. Wire nails are quoted on a basis of $4.70 per hundred pounds, and cut nails on a basis of $4.50 per hundred pounds. Wire products of all kinds are in firm market.

Linseed Oil Up 15c.

An advance of 15c. per gallon was recorded in the price of linseed oil during the week. On one to two barrel lots raw linseed oil is now quoted at $1.35 and boiled at $1.38 per gallon. In three to five barrel lots the price is $1.34 for raw and $1.37 for boiled. In six to nine barrel lots the quotation on raw is $1.32 and $1.35 for boiled. Prices are firm at the advance.

Turpentine Holds Steady.

Turpentine held steady during the week. There is a light demand for this commodity at the present time. One barrel lots are quoted at 81c. per gallon and two to four barrel lots at 80c. per gallon. In 5-gallon lots the price is 88c.

Expect Rope to be Scarce.

It is expected in hardware circles here that rope will be scarce later in the present season. Prices for both sisal and manila rope have held firm at recent advances. Pure manila is quoted at 29½c. lb. base. British manila at 25c., New Zealand hemp at 25c.

New Prices on Sweat Pads.

New prices have been issued on sweat pads which provide for an advance. Yellow are now quoted at $5.50 per dozen and Ventiplex at $5.75 per dozen.

Blasting Powder Higher.

An advance has been made in the price of blasting powder during the week. In kegs f.o.b. factory the price is now $2.25.

Barn Door Track Up.

New prices have been named for barn door track which provide for an increase. One and one-quarter inch track is now selling at 7c. per foot.

Charcoal Advances.

Higher prices are now prevailing for charcoal. Following advances that have been put into effect in other centres the paper sacks are now quoted here at $1.35 per dozen, while the bulk charcoal is sold at 25c. per bushel.

Jellstone Prices Advance.

New prices have been issued on Jellstone. White is quoted at a list price of 9c. per pound and tints at 10c. per pound, the discount from the list being 40 per cent. This commodity is put up in three and one-half pound packages with twelve packages to a case.

Wiss Shears Up 20 Per Cent.

By the changing of the discount on Wiss shears an advance of approximately 20 per cent. has been made. The new selling price is now 33 1-3 per cent. off list.

Many Sundry Lines Go Higher

Miller's Latches Up 20 Per cent.

Millers night latches and padlocks have all advanced in price. The advance in jobbers' prices here will run about 20%.

Sap Spouts Higher.

Eureka sap spouts have advanced to $8 per thousand, or 85c. per 100.

New List Prices on Stillson Wrenches

New list prices have been issued on Stillson wrenches and parts and are subject to a discount of 50-5%. The new list prices on wrenches are as follows: 6 in., $2; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5; 24 in., $7.25; 36 in., $13.50; 48 in., $20.

Fencing Firm and Unchanged.

Fence wire is firm and unchanged at the following prices: —

Per 100 lbs.—Barb, $4.50; No. 9, plain galvanized, $4.25; No. 12, $4.40; No. 13, $4.50; No. 9, coil spring, $4.30; No. 10, O and A., $5.16; No. 11, $5.22; No. 12, $5.30.

Prices on Spring Lines.

The following prices are quoted on spring goods:—

Poultry netting, 1" & 2" mesh	30-10%
Painted screen, 100 ft. rolls	$2.75 per 100 sq. ft.
Painted screen, 50 ft. rolls	$2.80 per 100 sq. ft.
Bronze screen cloth	14c per sq. ft.
Harvest tools	40%
No. 20 S.D. hinges	$11.00 gross

New Prices on Packing.

Packing has advanced in price and jute is now quoted at 12c. per pound, hemp at 28c. per pound; No. 2 Italian, 28c., and No. 1 Italian, 36c:

Silverware Up.

Rogers 1847 flatware has registered an advance of 10 per cent. and is now quoted at a discount of 45 per cent. off list.

WINNIPEG MARKETS

WINNIPEG, Feb. 7.—Business for February is away to a very good start and throughout the various warehouses in the city every department is keeping busy. The amount of orders to be put through is very gratifying and the question which concerns most of the obbers just now is whether they will have the stock to supply the heavy demand. There is no doubt but that shortages will occur, but retailers must understand the difficulties of manufacturers getting through the immense quantity of orders they have with inefficient help and shortage of much raw material. However, the more serious question of the day which concerns Canadians everywhere is being faced with due regard to its importance and the mere shortage of a package of tacks, a tin pan or a 22 rifle need cause no eruption of feeling.

Many Important Price Changes Effective

During the week the markets have been fairly quiet, but nevertheless some very important changes have gone into effect. A late wire last week conveyed the news of an advance of $1 per box in tin plate and Canada plate and an advance of 35c. per 100 lbs. on galvanized sheets. Two other important lines which carry revised prices are rope and game traps, the revisions in each case representing advances over former figures.

The new prices ruling on Canada plate and tin plate as represented by the advance of $1 per box are as follows:—

			Box.
Canada Plate, ½ pol'd		6	$ 7.25
		7	7.25
		8	7.50
	Full pol'd	6	8.25
		7	8.25
		8	8.50
Tin Plate I.C.	20x28		19.00
	20x33		21.50
I.X.	20x28		20.50
	20x33		23.50
Terne Plate I.C.	20x28		19.00

The revised quotations now applying to galvanized sheets are reproduced herewith:—

Per 100 lbs.—10¾, $8.75; 28, $8.45; 26, $8.15; 24, $8.00; 22, $8.00; 20, $7.85; 18, $7.85.

A revision in four gauges of black iron was also put into effect as below: 16 and 14 ga., $6.25 per 100 lbs.; 12 and 10 ga., $6.50 per 100 lbs.

Manila and Sisal Rope Goes Higher

The advance recorded on rope for the

Continued on page 56.

Toy Fair Shows Many New Lines

Advances Made in Metal Toys, Boats, Dolls, Furniture and Other Lines — Good Attendance of Buyers From West as Well as East— Two Weeks' Exhibit.

OVER a score of toy makers of Canada were present with exhibits at the Second Annual Toy Fair, which opened at 8 Colborne Street, Toronto, this week, and will continue to the end of next week, and a very gratifying number of buyers have been on hand from toy departments, not only in Ontario, but from Western Canada and Quebec. The toy makers, as a rule, expressed themselves as gratified with the orders or promises of orders that they had received from the buyers.

In some respects the exhibit was not as large as the first one held under the auspices of the Department of Trade and Commerce one year ago, where importers showed as well as makers. Some of the toy makers who were there at that time have fallen by the wayside, but others who were absent have built up a good steady business in their lines, but were unable to be present at this time. Some very creditable exhibits were seen, with the main interest of course centering in the new lines that had been brought out since last Christmas.

New Lines in Metal Toys

Among those that attracted much favorable attention was an extension of the line of the Newmarket Toy Company, now the Beaverton Metal Toy Co., who make up iron goods of a finished design, including trains, engines, horses, various kinds of vehicles, or what we might call the regular line of metal toys. While the prices of these goods have advanced considerably, from 25 to 50 per cent. over last year, owing to the increase in cost of the metal and labor, it is believed by most of the toy buyers that these goods have found a permanent place in Canada, and the prices that are charged, particularly those that will be arranged for in normal times, will enable them to maintain their hold against imported goods. All the toys that are turned out are strong and serviceable. So great has been the demand for these lines that the firm reports themselves as sold out for the whole of this year. There should be further factories along this line in Canada.

New Firms Making Boats

Several new firms are going into the making of toy boats, both in metal and in wood. Among these are a Vancouver firm and a former sailor, Geo. Hanratty, of Toronto, who designs the models, including cruisers, torpedo boats, ordinary sail boats, and so on, which operate by winding up. These are neat, and low-priced.

A new steel constructer toy is being shown by the Castle Mfg. Company, after the Erector or Meccano toys, in some ingenious designs. They also show a sand toy.

Other new lines are a rapid fire machine gun, which has a novel method of loading the ammunition in the form of marbles; the use of animals' heads, including the hen, in wooden toys, such as rocking chairs, rocking horses, sulkies, etc., made by the Royalet Mfg. Co. of London, Ont., and a variety of children's tin ware, such as sand pails, tea sets, etc., by the Davidson Mfg. Co.

The Dominion Toy have added to their line of dolls an odd form of horse. "Canada Dolls" include nearly 75 varieties of unbreakable dolls. The Brophey Doll Co. have a number of new designs in the Madame Hendren dolls, including St. Patrick's Day and Hallowe'en specialties, and the famous "Black Cat."

The Victoria Toy Co. of Victoriaville, Que., are to the fore with an increased range of papier mache rocking horses, dolls furniture, etc., and the Copp, Clark Co. have a large variety of flags and games.

The manager is Mr. E. V. Henderson, of Toronto, and the secretary-treasurer, Mr. L. G. Beebe.

A Group of New Canadian Toy Lines

Dolls on left—Two of some seventy lines of "Canada Dolls"; dolls on middle right, "Madame Hendren's," by Brophey Doll Co., with the "cat" by same; horse toy next out, Dominion Toy Co.; tin lines, plates, pails, washboard, watering can, etc., Thos. Davidson Mfg. Co.; iron toys, fire engine, hook and ladder, gipsy wagon, plough, etc., Beaverton Metal Toy Co.; model of battleship, Castle Mfg. Co.; "Hen," sulky and goose, rocking horse, Royalet Mfg. Co.

EVENTS IN THE TRADE

Hardware Store Burned

Fire on February 4 destroyed the hardware store of Gigueue & Co., Quebec.

Addition to Stove Plant

Montreal, Que.—The Canada Stove and Foundry Co. plans to build a concrete, brick and mill construction pipe foundry at St. Laurent, at an estimated cost of $36,000.

Burglars Rob Store

Burglars broke into F. J. Bishop's hardware store, Brantford, Ont., and stole a quantity of money, revolvers, knives and ammunition. It is thought that the thieves were in hiding in the store when it was locked up.

Industrial Notes

Oakville, Ont.—The Acme Rubber Co. by-law was carried by a substantial majority.

Hamilton, Ont.—The Tallman Brass Co. will shortly call tenders for an addition to their plant.

Ford, Ont.—Plans are being prepared for a factory for the Canadian Lamp & Stamping Co., to cost $27,000.

New Incorporations

The Gladstone Brush Mfg. Co., with capital of $50,000, has been incorporated. The head office of the company is at Toronto.

The Spencer Heater Company of Canada, with head office of the company in the city of Toronto, and capital of $500,000, has been incorporated. The company will make, manufacture, buy, sell, trade, and deal in all kinds of boilers, heaters, furnaces, heating apparatus, and plants.

Serious Fire Damage

About $5,000 damage was done to the plant of the Allith Manufacturing Company, 49 Bay street, Toronto, by fire on February 7. The origin of the blaze is unknown.

A Brass Band

Beatty Bros., Fergus, Ont., have organized a brass band. Most of the musicians will be men in the factories. Mr. White, of Newmarket, has been engaged as leader.

To Heat Factory With Gas

The Board of Control have decided to give the McClary Company, London, Ont., the right to tap the mains of the Southern Ontario Gas Company for a supply of natural gas. The possibility of war between the United States and Germany has greatly increased the danger of a continued coal shortage, thus making gas a necessity.

Personals

A. J. Clymer of the Enterprise Mfg. Co., Philadelphia was in Montreal this week.

H. A. Thibault of the Utica Drop Forge & Tool Co., was a business visitor this week in Montreal.

CHARLES HICKMAN, President,

Ottawa Paint Works, Ltd., Ottawa, Ont. An announcement regarding the appointment of officers of the Company appeared on page 65 of last week's issue of Hardware and Metal.

Arthur Hatch of the Canada Steel Goods Co., Hamilton, Ont., was a visitor in Montreal this week.

F. J. C. Cox, manufacturers' agent, Winnipeg, has been nominated aldermanic candidate in that city.

W. W. Near, president of the Page-Hersey Iron, Tube & Lead Co., Limited, has been appointed a director of the Dominion Bank.

J. E. Brown, manager of Revillon Freres, Edmonton, Alta., wholesale department, has been elected president of the Edmonton Board of Trade for 1917.

The E. Cecil Short Co., Metal Merchants, Montreal, have increased their staff lately by the addition of Walter Lee who was formerly associated with the L. E. Moulton Co., of Montreal, and who will now assist Mr. Short in departments of the business.

J. M. Thompson, manager Winnipeg branch of Beatty Bros., Ltd., Fergus, Ont., is visiting the head office of the company. He speaks enthusiastically of the hardware dealers in the West, and also of the prospect for business in the Western Provinces.

W. J. Keyes, who covers Eastern Ontario for Lowe Bros., Ltd., Toronto, has been off the road for the past six weeks on account of illness. Mr. Keyes is now out of the hospital, but the doctor has ordered him to remain at his home for at least two weeks longer. His many friends will wish him a speedy recovery.

Business Changes

Lomond, Alta.—L. A. Ostrum has sold his hardware business.

Tugaske, Sask.—German Bros., hardware merchants, are selling out.

Sidewood, Sask.—E. W. Salmon, hardware and grocer, has sold to Walter S. Pearce.

Cartwright, Man.—L. H. Phillips, hardware merchant, is removing to Lamond, Alta.

Ravenscrag, Sask.—The Ravenscrag Hardware Co. have been succeeded by R. Whitefoot.

Balmoral, Man.—The estate of J. L. Barbour has sold the hardware stock to C. S. Jones.

Millett, Alta.—Morris and Taylor, hardware merchants, have sold to Millet Hardware Co.

Camrose, Alta. — Herman Burger, hardware merchant, has sold out to Morris and Taylor, Millet.

Kingsville, Ont.—Nelson Bros. have sold their line of hardware, and are now carrying on a plumbing business.

Bridgeford, Sask.—The Saskatchewan Hardware and Harness Co. have sold their Bridgeford business to O. J. Cooley.

Victor De Granpre has bought out the store of A. Lippe & Co., hardware dealers, Wolfe and Lagauchetiere streets, Montreal.

B. C. Metal Output

Official figures of last year's output of British Columbia's mines shows a tremendous increase over all previous years. The returns from all sources are valued at $42.970,555. This is 45 per cent. better than the showing of the

year 1915, and 32.50 per cent. greater than for 1912, which was the banner year previously. Following is a summary of the output of chief metals and coal products: Gold, $5,389,229; silver, $2,099,838; lead, $3,186,773; copper, $18,429,934; zinc, $3,648,599; coal, $7,093,352; coke, $1,622,850; building materials, $1,500,000.

Appointed Edmonton Sales Manager

H. S. Blackstock has been appointed sales manager of the Edmonton branch of Beatty Bros., Limited. Mr. Blackstock commenced to work for this firm in 1907; previous to that he acted as local agent in the town of Barrie, Ont. The first five years he was engaged with the firm he covered Central and Eastern Ontario and the Maritime Provinces, and on this territory he is well known. Some two years ago he was compelled through ill health to relinquish business, and went West, residing in Calgary for a while, then later removed to Edmonton. His many friends will be glad to know that he has been appointed to this position of sales manager, covering such an important field.

New Hardware Store

Messrs. Bourasseau and Primeau have opened a new hardware business on St. Catherine Street, East Montreal, and have made a good start with experience to their credit.

HARDWARE LETTER BOX

1900 Washer

Hillhouse & MacLead, Clifford, Ont.—Kindly advise through HARDWARE AND METAL, the name and address of the firm making the 1900 Washer.

The 1900 Washer Co., Yonge street, Toronto.—Ed.

* * *

Makes of Windmills

C. P. Moore, Sydney, C.B.—Can you give us the address of Messrs. Gould, Shapley & Muir Co., manufacturers of windmills?

Brantford, Ont.—Ed.

* * *

Repairs for Supreme Range

Fraser Bros., Bradford, Ont.—Can you tell us where we can get repairs for the Supreme range?

Supreme Heating Co., Welland, Ont.—Ed.

* * *

Cadmium

The Wm. Paterson & Son Co., Brantford, Ont.—We understand there is a metal cast in Canada called Canadium, a by product of nickel. Can you give us some information regarding it?

There is a metal called Cadmium, a by-product of nickel. It is procurable from Canada Metal Co., Toronto.—Ed.

* * *

Manufacturers of Glue

J. S. Demers, Thetford, Mines, Que.—Kindly give me the addresses of the different Canadian and American manufacturers of glue.

Canada Glue Co., Brantford, Ont.; W. Harris & Co., Toronto, Ont.; Russia Cement Co., St. John, N.B.; Maritime Fish Corporation, Montreal, Que.; McArthur Irwin Co., Montreal, Que.; American Agricultural Chemical Co., 2 Rector street, New York City; Consolidated Rendering Co., 40 N. Market street, Boston, Mass.; American Glue Co., 121 Beverly street, Boston, Mass.; J. Dold Packing Co., 745 William street, Buffalo, N.Y.—Ed.

Brace McKay & Co. Want Catalogues and Invoices

The office of Brace McKay & Co., Ltd., Summerside, P.E.I., was badly gutted by fire. All 1916 invoices and catalogues were destroyed. The company would be glad to receive copies of all 1916 invoices, and also catalogues from hardware manufacturers and jobbers. All account books were saved, and the stock was undamaged.

Beaver Board Convention

The most successful convention in the history of the concern was recently held by the Beaver Board Companies at the administration offices, Buffalo, N.Y. In attendance at the convention this year were a number of guests representing some of the Canadian distributors. Among the guests were:—S. P. Bissett, James Bissett & Co., Quebec, Que.; C. H. Walters, McAuliffe-Davis Lbr. Co., Ottawa, Ont.; Guy Long, Long Lumber Co., Hamilton, Ont.; I. W. Halliday, Wm. Rutherford & Co., Montreal, Que.; Herbert Seybold, Starke-Seybold & Co., Montreal, Que.; Guy Simpson, Mechanics' Supply Co., Quebec, Que.; Mr. Pratt, R. Laidlaw Co., Toronto, Ont.

Group of salesmen and guests at the Convention of the Beaver Board Companies.

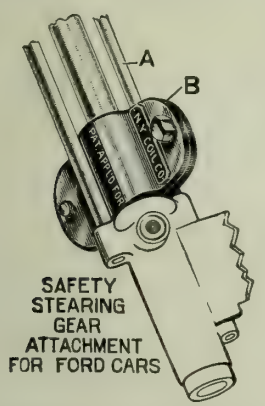
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

STEERING GEAR ATTACHMENT

The New York Coil Company, 338 Pearl street, New York city, have just placed upon the market a safety device for the steering gear on Ford cars. Its object is to prevent the possibility of the steering wheel going over centre when wheel is turned too far. It also prevents a like occurrence when traversing deep sand or muddy roads.

It consists of a clamp formed in two sections, which is installed on the steering gear shaft, directly above the steering gear bracket, and turns with the steering shaft. It is adjusted and clamped into position when the steering wheel is turned full to the left in which position it forms a stop on the bracket, and insures the wheel not being turned too far.

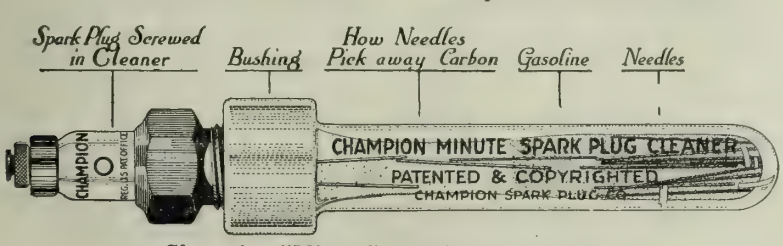


Steering Gear Attachment.

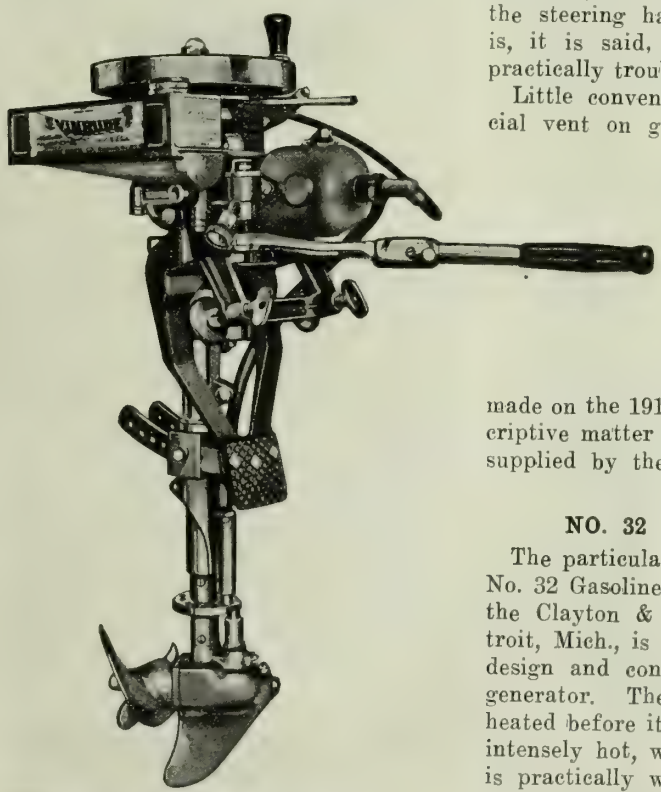
CHAMPION MINUTE SPARK PLUG CLEANER

A new product called the Champion "minute" spark plug cleaner has been perfected and placed on the market by the Champion Spark Plug Co., Toledo, Ohio. The makers claim that the Champion "Minute" spark plug cleaner enables any one as well as the expert mechanic to thoroughly clean a spark plug without the necessity of taking it apart, or using tools of any kind. Heretofore, it is claimed, the cleaning of spark plugs was a difficult proposition and even when done by those familiar with the operation required considerable time and care.

To eliminate the above time-consuming operations, the Champion "Minute" spark plug cleaner was perfected. This device consists of a special glass tube about 5 inches in length with a bushing in the open end into which the spark plug is screwed, the tube containing about 50 specially adapted steel needles. To clean a plug, fill the tube about half full of gasoline, screw the spark plug into the bushing and shake vigorously for a minute or so. The specially adapted steel needles quickly pick the carbon from the porcelain, the gasoline dissolves the oil deposit, leaving in a few minutes a clean set of plugs.



Champion "Minute" Spark Plug Cleaner.



Improved Evenrude Motor.

IMPROVED EVINRUDE MOTOR

The Evinrude Motor Company, Milwaukee, Wis., have simplified the selling problem by concentrating on one model—the 2 h.p. rowboat motor with built-in-the-flywheel magneto, automamatic reverse and Evinrude silencer. The motor has a number of new and improved features for 1917. The magneto is now entirely enclosed. The ignition, built right in the flywheel, is positive at all times. Dampness, spray, etc., cannot effect the built-in-the-flywheel in any way.

The automatic reverse is standard equipment. To reverse the direction of the boat, it is only necessary to turn the steering handle. This attachment is, it is said, simple, well made and practically trouble-proof.

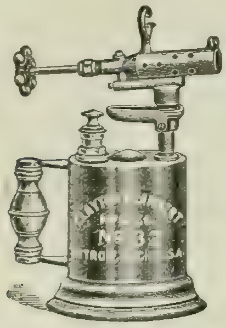
Little conveniences, such as the special vent on gasoline tank to prevent gasoline from spilling, grease plug on gear housing to facilitate the greasing of gears, special silencer designed to reduce the noise to a minimum, are some of the worth while improvements made on the 1917 models. Complete descriptive matter with prices, etc., will be supplied by the manufacturers.

NO. 32 C. & L. TORCH

The particular feature of the C. & L. No. 32 Gasoline Torch manufactured by the Clayton & Lambert Mfg. Co., Detroit, Mich., is said to be the improved design and construction of the burner generator. The gasoline gas is superheated before it is burned, producing an intensely hot, well regulated flame, and is practically wind and weather proof. Below zero temperatures, it is claimed, have very little effect on the amount and intensity of heat produced. The makers state that they have aimed to make this torch a most substantial and efficient tool in every respect for mechanics' use.

The tank is made of heavy gauge polished brass with funnel shaped bottom fitted with large filler plug. The top of the tank is strongly braced on the

inside, making the burner rigid, and will withstand severe strains. The patented automatic brass pump with double spring automatic check valve placed in the tank insures ample air pressure and



No. 32 C. & L. Torch.

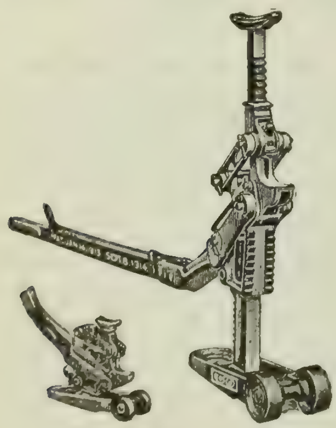
adds greatly to the efficiency and service of the user. A hook and support on the burner is used for holding soldering copper.

EXCEL AUTO JACK

The Excel Auto Jack here illustrated is being offered to the trade by the Randall Faichney Co., Inc., Boston, Mass. The makers state that the Excel jack is a heavy tool made to stand up under the continuous hard knocks of the garage and service station and to meet the demand for a powerful, substantially built, quick-acting device capable of doing heavy work efficiently and well.

It is made of high grade, semi-steel castings—drop forgings where necessary —with all wearing parts case hardened. The makers claim it will last for years under the most severe conditions.

Its capacity is for cars up to 8,000 pounds; weight, 48 pounds; length of lifting handle, 50 inches; wide, heavy base fitted with rollers for easy handling; action, one downward motion of



Excel Auto Jack.

the 50-inch lever raises the car instantly.

The jack can be adjusted to any part of the frame or chassis. It is equipped with a toe extension 4½ inches from the ground, which permits getting under a broken axle to lift the car high enough to place truck or skids under it for towing.

The jack, it is claimed, will lift on any car up to 24½ inches, without blocking, thus permitting the removal of the shackle bolts, springs and front suspensions, and the adjustment of steering rods.

NEW IVER JONHSON TOOLS

Two new tools have been placed on the market by the Iver Johnson's Arms & Cycle Works, Fitchburg, Mass. One is a drop-forged screw driver, and the other a high grade bicycle wrench.

The Iver Johnson screw driver is drop forged from a solid piece of steel, and is heavy enough to have strength. It is made of a special grade of steel secured for this particular purpose—it is very strong and, it is claimed, the edge will not turn with hard usage to which a screw driver of this style is put. It is satin finish and made in two sizes—the 6-inch weighing five ounces and 8-inch ten ounces.

The new bicycle wrench is said to be very moderately priced| The shank of the wrench is drop forged and it can-

Iver Johnson Bicycle Wrench.

Iver Johnson Screw Driver.

not be bent or broken, being used as a wrench. The jaw is strong and the wrench, it is claimed, will not slip. It is, the makers claim, a strictly high grade wrench at a low price. They are made in two styles, the regular wrench being 5½ inches long, spread of jaw 1½ inches. The second wrench, like the other except on the end of the handle is a screw driver. The length of this wrench over all, is 5⅛ inches, and the spread of jaw 1½ inches. Both wrenches are furnished in two finishes—case hardened and nickel plated, case hardened being a trifle cheaper than the nickel.

WEEKLY HARDWARE MARKET REPORTS

Continued from page 51.

week is a general one of ½c. per lb. base on all grades. This creates new marks throughout and the outlook is that further advances may be expected. Quotations based on the latest advance are:

Pure Manila	29½c per lb. base
British Manila	24½c per lb. base
Sisal	23½c per lb. base
Lath yarn	23½c per lb. base

Game Traps Up

It is indeed a long time since any revision has been made in the price of game traps, and considering the situation prevailing in the steel markets, this is almost to be wondered at. However, a change has been made, and though not a radical one, the tendency was, of course, upward. The new quotations are:

Victor, doz.—0, $1.45; 1, $1.70; 1½, $2.55.
Hawley & Norton, doz.—1, $2.60; 1½, $3.90; 2, $5.45.
Jump, doz.—1, $2.20; 1½, $3.30; 2, $4.80.
Newhouse, doz.—2½, $12.40; 3½, $13.90; 4, $12.40; 4½, $30.05; 50, $64.20; 5, $90.60.

Pipe Prices Are Very Firm

It is some time now since a change has been recorded in the price of wrought iron pipe. The market seems fairly firm with the usual demand at this time of year. Conditions are such that further advances may be expected at any time, and the possibility of any decline seems remote. The ruling quotations are as noted herewith:

	Black	Galvanized
¼ inch, per 100 ft.	$4.28	$6.75
⅜ inch	4.37	6.84
½ inch	5.67	7.47
¾ inch	6.98	9.41
1 inch	10.35	13.91
1¼ inch	13.95	18.81
1½ inch	16.70	22.50
2 inch	22.50	30.24

Many Further Advances Expected

The numerous changes in the wire markets which were evidenced by price revisions every week or two before the end of last year seem to have reached a basis of steadiness at last, for with the steady demand now being experienced no further notice of advances has been given out. From reliable sources, however, it is learned that nails are likely to advance to at least $5.50 before summer, and corresponding advances in other products may be looked for.

Quotations on these lines are firm on the following basis:

	Wpg.	Ft. Wm.
	Per keg base	
Wire nails	$5.10	$4.70
Wire staples	5.10	4.70
	Per spool	
Barb wire, Lyman	4.10	3.80
Glidden	3.95	3.65
Baker	3.90	3.60
	Per 100 lbs.	
Wire, plain galv'd, No. 9..	4.75	4.35
No. 12..	5.00	4.60

Rumors of peace and late advices of the possibility of the United States being drawn into the war created unprecedented excitement and revisions in quotations on the various grain markets during the week, but the market on flax has not resulted in either lower or higher prices being made on linseed oil. Quotations remain as last week, which were:

Linseed oil, raw........	$1.35 per gal. bbl. lots
Boiled.......	1.38 per gal. bbl. lots
Turpentine	.85 per gal. bbl. lots
	88c per gal. ½ bbl. lots
	90c per gal. 5 gal & 1 gal lots

FOR SALE

HARDWARE BUSINESS IN HAMILTON for sale, including stock, fixtures and dwelling. Cash deposit required, security for balance. Best reason for selling. Box 426, Hardware and Metal, Toronto.

Why Merchants Should Keep Their Stock Up For Spring and Summer

LATEST advices from the various quarters, from whence comes the raw material and finished products, indicates that present prices will be well maintained for a period of several months, with a tendency to higher levels. This, however, is not the disturbing element that has entered into business. Conditions have arisen whereby it is becoming more and more apparent that even if goods are ready to ship, railroads are not in a position to accept the freight. Munitions, coal, perishable goods, and the necessaries of life, are being given the preference, and the freight shipments on these lines are considerably heavier than in normal times.

Added to this, shortage of motive power—which in itself is assuming serious proportions—car shortage, and last, but not least, labor shortage. These, together, have made conditions on the railways such that embargoes are being placed on nearly all points from time to time. It has now become necessary to obtain permits from the headquarters of the different railroads in order to have them accept car shipments, a condition vastly different from normal times when their agents scoured the country for business. A visit from one of these gentlemen to a shipper's office is as rare as the proverbial hen's tooth.

Because of the foregoing reasons, and many more, merchants should not hesitate to take in spring and summer lines at once when offered, particularly if such lines carry a forward dating. It is safe to predict that when the season arrives, both manufacturers' and jobbers' stock will be slim.

Such lines as harvest tools, lawn mowers, spades and shovels, screen doors and windows, spring hinges, ready roofing, black wire screen cloth, galvanized poultry netting, garden hose, hammocks, baseball and other sporting lines, corn planters, scythe stones, Paris green, etc., which are given a dating should be taken in at once or as soon as your jobbers can make shipment. There is nothing to loose, and much to gain by carrying out this advice. Unless war should suddenly cease present prices will be not only maintained but all signs points to higher prices for some time to come.

WARNING TO SUBSCRIBERS

Some months ago we decided to have returned soldiers look after the securing of new and renewal subscriptions, as far as possible, on our publications. These men have been very successful at the work, and with few exceptions have proven honest and reliable.

We are sorry, however, that it has become necessary to warn subscribers and others not to place business with a returned soldier named A. F. Clarke. He is tall, broad-shouldered, has protruding eyes, and is about 25 years of age. We believe he has with him another returned man by the name of Lewis, who is short and dark.

Subscribers are warned against giving renewals to these men, as they have not been turning in their orders for the past three or four weeks. You will confer a favor on us by calling us over the long distance immediately and letting us know where these men are working.

THE MACLEAN PUBLISHING CO., LIMITED,
143 University Avenue,
Toronto - - - - - - Ontario
Telephone Main 7324.

Financial Paper is Dropped

The Provincial Association in Their Meeting at Stratford Decide to Sever Their Connection With This Organ and Will Use Bulletins to Disseminate Information

IT has been definitely decided that the *Journal of Commerce* shall no longer be part of the working machinery of the Ontario Provincial Board of the Retail Merchants' Association. As intimated in HARDWARE AND METAL a few weeks ago, there has been a growing feeling that this journal did not meet the requirements for which it had been adopted, as the official organ of the association, and as a result the Provincial Executive meeting at Stratford, Ont., on Thursday evening, Feb. 1, acting on the recommendation of the Provincial Secretary, decided to sever the connection that had existed between the association and this journal. This action was taken after a very brief discussion, practically the only criticism voiced being that the *Journal* had not proved a satisfactory medium, through which to reach the different members of the Provincial Association.

As the matter now stands, the *Journal* will be continued for the time being, to such members of the association as demand it. It is understood, however, that there are very few subscriptions to be so continued. For the rest, the association washes its hands of the matter. D. W. Clark, when spoken to by a HARDWARE AND METAL representative as to the basis of settlement for subscriptions already taken, stated that this was not a matter over which the association had any control, it being entirely a private matter between Mr. Beaudry and the *Journal of Commerce*.

Association to Issue Bulletins

In place of this organ, the Provincial Association will from time to time issue bulletins dealing with the matters of more vital interest to the members of the Provincial Association, and will also depend upon the trade press to co-operate with them in the work of disseminating information of value to the individual members.

New Bulk Sales Act Amendment Endorsed

The proposed new Bulk Sales Act was also taken up, and the draft of the new bill was heartily endorsed by the association.

Other matters of routine business were also discussed.

The members present evinced a very enthusiastic interest in all the work of the association and very optimistic reports were given. The names of 55 new members were received at this session alone.

THE BORROWER'S RIGHT TO SPPEND

The Financial Post

In laying plans to extend foreign trade after the war manufacturers of Great Britain have made one suggestion which will not meet with approval in the dominions. It is that when loans are made to the members of the Empire family there be a restriction that the funds, or a certain portion of them, be expended for British goods. Such a course may be the idea of the British manufacturer for cementing the relations between the dominions and the Mother Country but the borrower will have an entirely different opinion. When capital is secured from Great Britain or any other country the conditions of the future promise to be the same as in the past. Capital will go where is offered the maximum of security in relation to return. British sentiment for Canada is no more a factor in sending capital to this country than is the hope that Canadian sentiment for Britain would see its safe return—plus dividends. Inter-Empire relations have in the past been encouraged by favorable tariff arrangements and the same will undoubtedly be true—probably to a much greater extent—in the future. This is as it should be if artificial means are to be taken to strengthen trade within the Empire. Discriminating against the borrower in London as to how he shall spend the money for which he is paying in interest is an entirely different matter. It is contrary to recognized business principles and would be almost certain to result in higher prices being charged where competition had been eliminated. If the consumption of British goods in the colonies is to be encouraged let it be by tariff regulation applicable to the whole community rather than by discrimination against the borrower. Inter-Empire trade will never be established on a healthy basis if surrounded by restrictions of the character proposed.

To the Man between the Retailer and Livingston Oil

Your business is to sell, and to sell at a price which spells profit; that's only human and very necessary.

In the case of oil (boiled or raw linseed), it may be just as easy to sell one oil as another to the uninitiated retailer, but to the man who knows it's much easier to sell Livingston Brand, for he knows that the name **Livingston** stands for unsurpassed, in fact, unequalled quality.

The Livingston trade-mark represents the boiled-down and refined result of over half a century of oil making. It ensures you the continued trade of your patrons, and after all the repeat business is the only business that pays in the long run.

Jot these points down in your notebook:—

1—Livingston Oil has been made in Canada for over half a century.

2—It is crushed only from matured, well-seasoned flax seed.

3—The seed is seasoned in specially prepared wooden bins, not in concrete or metal, which are susceptible to temperature changes.

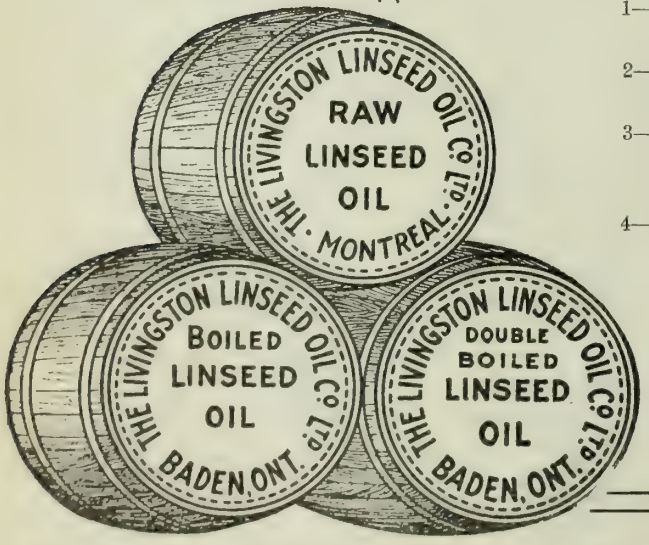
4—Every gallon of Livingston Oil is well aged before being barrelled.

For your own protection and in the interest of your retailer patrons, supply them with

LIVINGSTON BRAND LINSEED OIL.

The Dominion Linseed Oil Co., Limited

BADEN TORONTO MONTREAL



If interested, tear out this page and keep with letters to be answered.

To the Manufacturer of Paints and Varnishes:

Of the various ingredients which enter into a gallon of oil paint, perhaps the most important is the linseed oil. Upon it depends the lasting quality of the paint and the smoothness with which it flows from the brush.

The use of Livingston brand Linseed Oil is a guarantee to the retailer that your paint will give the utmost satisfaction to his customers.

Livingston oil is the standard—the result of long experience in making, unlimited buying, crushing and storing facilities which ensure perfect ageing before it is shipped to the manufacturer or jobber.

You won't hesitate to specify Livingston Brand oil in the preparation of your paints and varnishes after you have learned the real value of this oil.

Don't overlook one of the greatest selling arguments you can have—"Livingston oil used in your paints and varnishes."

Look into the merits of this brand of oil to-day.

The Dominion Linseed Oi Co., Limited

BADEN TORONTO MONTREA

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT DEPARTMENT

J. H. McNulty, New President of Pratt & Lambert

Succeeds W. H. Andrews, Who Becomes Chairman of Board — Other Important Changes Made—All the Executives Have Advanced from Subordinate Positions.

J. H. McNulty, general manager of Pratt & Lambert, Inc., has just been elected to the presidency of that company, succeeding W. H. Andrews, who has been the chief executive since 1907. Mr. Andrews becomes chairman of the Board of Directors. He has been associated with the firm for over twenty-five years.

Mr. Andrews traces his business career from the day he came from his home in Maine, looking for work in the city of Boston, with but eight dollars in his pocket. His first connection was with a paint concern at the princely salary of $5 a week. From such a humble start, Mr. Andrews joined Pratt & Lambert, Inc., September 1, 1891, later assuming the management of the Chicago office and factory, the building of which was done under his direction. Mr. Andrews' rise in the company was rapid, as he was next made treasurer and general manager, and finally president. Mr. Andrews was treasurer and general manager when the Buffalo plant was first opened in 1902, and his tireless efforts have been largely responsible for the development of the chain of four big factories in the United States and Canada. He is still a comparatively young man, and does not expect to lessen his activities in the company's affairs.

W. H. ANDREWS.
Chairman Board of Directors, Pratt & Lambert, Inc.

J. H. McNulty takes up the office of president, for which his long and active service with the company and his recent remarkable work in the office of general manager make him eminently fitted. Mr. McNulty's accession to the presidency will occur within a day or two of his twenty-fifth anniversary with the concern, as he first entered the employ of the company on Feb. 2, 1892, assuming at that time the duties of general office man and bookkeeper. In time, Mr. McNulty was made manager of the Chicago office and factory, later coming to Buffalo, and being made secretary, then, in addition, treasurer and general manager, and now president.

The office of vice-president will be filled by J. N. Welter, who is resident manager of the Chicago office. Mr. Welter came with the company in 1895, and was in turn bookkeeper, salesman, assistant resident manager and resident manager before receiving his present office.

J. B. Bouck, Jr., resident manager at New York, succeeds J. H. McNulty as secretary and treasurer. Mr. Bouck, too, is an old Pratt & Lambert man, having started in 1893 as office boy and he also was on the road for some time and later held the offices of assistant resident manager and resident manager. One more member of the Board of Directors has been added in the person of J. P. Gowing. Mr. Gowing has been with the company for nearly 25 years, and is at present head of the railway sales department.

F. W. F. Clark, of London, who has held the office of vice-president, has resigned this position, but still remains a member of the Board of Directors. Mr. Clark recently made the trip from London to attend the company's convention held at Buffalo.

The rise of these executives, all of whom are young men, to their present prominent positions, is a telling argument for continued employment in one organization. All of these men started in subordinate positions and have attained their present high offices through the experience gained from thorough familiarity with every detail and department of their business.

J. H. McNULTY.
President and General Manager, Pratt & Lambert Inc.

The Hall-Mark of Paint Quality—

The Crown and Anchor Brand

TRADE MARK. POLIO

Jamieson's Pure Prepared Paints and Varnishes

As the "Anchor" holds the ship from drifting, *Jamieson's Paints* hold customers to your store by sheer strength of their quality and durability.

The "Crown" is symbolic of worthiness—Jamieson's have proved their worth as the Sovereign paint for over fifty years. *Let this Brand dominate your paint department and hold your trade.*

Let us tell of the advantages of our proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada
ESTABLISHED 1858
Owning and Operating P. D. DODS & CO., LIMITED

Moore's House Colors

How About Profits?

A legitimate question — and readily answered; Moore's Paints give you a substantial profit and—

what is just as important—they create good-will and build future business. Sold at a reasonable price they give big satisfaction to every class of customer and for all classes of painting.

We put a dependable quality of ingredients in our paints, all of which combine to make our paint permanent in color and very durable. How about profits? Well, look into our agency proposition, and see

Benjamin Moore & Company, Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, February 7.—Linseed oil is still the factor of excitement in the paint trade. Lead is also exceptionally interesting, and the combined result is an outlook that contains distinctly the hint of advancing prices for white lead in oil. No one is willing to predict this advance as something definitely coming but beyond doubt the conditions would seem to justify the advance in the minds of most men concerned. Mixed paints are said to be likely to maintain steady prices for the spring trade at any rate. Shellacs are higher again. Glass and putty are not changed in price but are in exceptionally firm market. Hopes are held out for a better linseed oil situation before long. Spring paint orders are coming is very well at present.

White Lead in Oil Seems Due for Rise

WHITE LEAD IN OIL.—Probably the battle of the markets rages hottest this week in the minds of manufacturers and merchants around white lead in oil. They claim there is justification for, and every prospect of an increase in the price of white lead in oil at the present time. White lead in oil reached its first record high price for the Canadian market in the month of March 1916. At that time pig lead was quoted at $6.75 per 100 lbs. and linseed oil was quoted at 95 to 98 cents per gallon. The price then considered a record high for white lead in oil was $13.80 per 100 lbs. on the ton basis. In December 1916 pig lead went nearly a dollar per hundred higher, and was quoted at $7.65 per hundred, and linseed oil went to $1.15 and $1.20 per gallon. This caused white lead in oil to reach its present price scale of $14.30 per 100 lbs. on the ton lot basis. To-day pig-lead is quoted at fully another dollar up, and linseed oil is not even buyable at $1.22 to $1.25. The situation is causing undoubted concern to the manufacturers, and there is every possible prospect of a further advance in prices of white lead in oil before very long if conditions maintain as at present. Dry white lead has already registered an advance of fifty cents per 100 lbs. due to the metal market conditions, but in the opinion of those in closest touch with the lead situation the whole market for the metal is so very stringently placed at present that predictions while apparently well justified by conditions might be upset by some totally unprecedented factor. "What is behind the advance in lead?" ask men in daily touch with the markets, and they look rather anxiously into the future for the metal market in this line.

Linseed Oil Still In Vexed Situation

LINSEED OIL.—With the situation as regards linseed oil even more stringent than it was last week, there is little wonder that no one is doing anything to find a market for any linseed oil stocks that may be discoverable. Those who have linseed oil in stock are carefully conserving it against the needs of the moment and of the future. This applies as much to the crushers as to the large paint manufacturers. It is almost impossible to book orders for future deliveries of linseed oil just at present; even the retailer who requires a small quantity is not sought for as a buyer, and though the firms having a little more than enough linseed oil for their own immediate requirements might be willing to oblige a man in real need of a small quantity, they would probably prefer not to have to part with any of the precious liquid. The situation is due for the most part to the operation of railway embargoes in the West. Out there the elevators are steadily filling up with flax-seed. The harvest while not abundant to the point of any glutting of the very eager market that exists for this product owing to Argentine crop shortage, was still quite a good one, and the farmers are moving the flax seed along now. The result is a gradually growing congestion of the elevators in the North West because the railways cannot carry out the seed in any considerable quantities. This week a couple of car-loads of flax seed reached Montreal, a mere drop in the bucket as compared with requirements here, and crushers are simply not quoting prices at all. Partly as a result of the congestion in the North West flax seed prices are quoted easier in Winnipeg, and $2.53¾ was recorded early this week a drop of several cents as compared with last week's quotations. Crushers were in the middle of the week able to express hopes that there would be some relief in sight towards the end of the present week or the beginning of next week. This relief would not probably take the form of any reduction in prices, but might remove the anxiety of the market as regards securing supplies at all in reasonable time, and would therefore enable the merely nominal quotations of the present time to become more practical:

Linseed oil	Raw.	Boiled.
1 to 4 barrels	$1.22	$1.25
5 to 9 barrels	1.21	1.24
10 to 25 barrels	1.20	1.23

Turpentine Not in Eventful Market

TURPENTINE.—Market conditions as regards turpentine are this week still rather uneventful. It would seem as if the more impressive nature of the behaviour of linseed oil had rather reduced immediate interest in turpentine, but the market for turpentine is still reported steady. There is a good general demand for turpentine considering the fact that linseed oil is so scarce, and prices remain as quoted last week. It was not anticipated that there would be any further firmness in the immediate future, but with war-clouds gathering over the United States the outlook was regarded as rather uncertain, and unsafe for any attempt at definite prediction. Following are the quotations:

Turpentine	Per Imp. Gal.
1 barrel lots	79-82c
2 to 4 barrels	78-81c
5 to 10 barrels	77-80c

Mixed Paints Not Likely to Rise

MIXED PAINTS.—With raw materials taking rather a mean advantage of the manufacturer, and growing for the most part firmer in price all the time during the present season when to alter mixed paint prices would be most unusual, and most disturbing, the situation as to mixed paints is from the retailers point of view fairly satisfactory, and from the manufacturers' point of view rather less pleasant. There is in the opinion of many manufacturers quite enough justification for an increase in paint prices, but the chances are that short of something like an earthquake under the steadily firming

Follow the Line of Least Resistance

Paint widely advertised and favourably known is half-sold.

If you stock it, your turnover is more frequent. You do not have to try so hard to sell it, and can devote more time to promoting the sale of other merchandise.

Follow the line of least resistance and sell

B-H "English" Paint

because it is advertised so much, and known so well that it moves frequently and profitably.

Its reputation, based on satisfactory performance, is being brought home to your customers daily in the newspapers, magazines and bill-boards.

You can cash in on this advertising every day if you are one of our agents.

If we are not represented in your town, we will be glad to hear from you.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

raw material prices mixed paint prices will not alter in any hurry just at present. Spring orders are coming in fast and there will not be two prices for paints ordered for spring. The situation throws the burden of enhanced raw material costs upon the shoulders of the manufacturers of paint for the season at all events, and the retailer and consumer have the benefit in the meantime.

Varnishes Show Advancing Trend

VARNISHES.—With shellac very scarce and in firmer market trending constantly towards still firmer on account of ship shortage and the uncertainty of marine transportation, varnishes are certainly not likely to come down in price. Shellac has in fact shown further advances during the week, being about fifteen cents per gallon more costly now. Both the spirit and the shellac are dearer. It is said to be most difficult to get any supplies of spirit at all as the market for this is so much better in the direction of munitions. But the makers are keeping their faith with the steady paint trade knowing that there is a war-free future sometime, and a little ordinary business in spirit is available. Shellac prices quoted in Montreal this week were $3.00 per gallon for orange, and $3.25 a gallon for white in one gallon jars. For larger quantities $2.65 was asked for orange, and $2.90 for white by another firm.

Glass and Putty Firm, But Unchanged

GLASS AND PUTTY.—No changes are reported this week in the markets for either glass or putty, but both markets are extremely firm, and it would not surprise the trade to hear that glass had gone higher in price, and putty also. The raw materials for putty are in steadily firm market, whiting being scarce and importation hampered heavily by marine troubles, while linseed oil is in the clouds as regards price. Glass trade conditions are also towards extreme firmness if not an increase in price before long. Putty prices remain as last week for five ton lots in bulk in barrels $2.90 per 100 lbs.; in iron drums $3.35 per hundred pounds, and in bladders in barrels $3.60 per 100 lbs.

TORONTO

TORONTO, Feb. 9.—The outstanding feature in paint and oil circles during the week was the advance in linseed oil of 15c per gal. There has been no improvement in getting flaxseed from the Northwest and crushers have accordingly met the situation by limiting sales to their customers. There has been considerable inquiry for linseed oil during the week

Linseed Oil Makes Advance of 15c Gallon

LINSEED OIL.—Following the firmness in the market for linseed oil that was noted in the course of a special article in HARDWARE AND METAL last week an advance of 15c. per gallon has taken place. Raw linseed oil in one to two barrel lots is now quoted at $1.35 per gallon. The situation with the crushers continues to be a serious one in the matter of getting seed forwarded from the Canadian Northwest, due to embargoes on the movement of that commodity by the railways. Crushers still refuse to quote on any new business and for the most part are confining their attention to looking after the needs of their customers. There has been considerable activity in the linseed oil market during the week, inquiry being keen when a realization of the situation became more general. Some dealers were out of the market altogether during the week, not caring to quote prices to the end that they might conserve their stocks. The freight situation is the dominating factor in this market at the present time. There have been lower prices paid during the week for the cash flaxseed at Winnipeg than at any time since the beginning of the new year. On Tuesday of the present week the seed sold at $2.50¾ per bushel, which represents a decline of 11½ cents over the closing price on Tuesday of last week, when the price was $2.62¼. During the week there was a persistent inclination toward lower levels for the seed. But in spite of this weakening in the flaxseed there has been a firm tendency in the oil situation as is evidenced by the higher prices. Until relief comes to the Eastern crushers in the way of supplies of seed there will in all probability be a firm tendency in this market. Following are the quotations:

	Raw, Per gallon	Boiled, Per gallon
1 to 2 barrels	$1 35	$1 38
3 to 5 barrels	1 34	1 37
6 to 9 barrels	1 32	1 35

Turpentine Affected in Primary by Submarines

TURPENTINE.—In the primary markets in the Southern United States there has been an easier feeling in turpentine owing to the submarine policy that has been inaugurated by Germany. The effect there was almost a total cessation of buying orders at Savannah, exporters preferring to await developments before coming into the market again. War risk insurance from the port of Savannah jumped fifty per cent. and this also had a tendency to shut off the export trade. On February 3 there were 21,000 barrels of turpentine on the high seas on their way to London in the Norwegian S.S. "Liff" and the British S.S. "Arachne." In the face of this situation the market in the south was dull during the week with declines noted. In accordance with this primary condition the local situation developed weakness, although there were no actual declines.

	Per Imp. Gallon
1 barrel lots	$0 77—$0 81
2 to 4 barrels	0 76— 0 80
5 gallon lots	0 82— 0 88

White Lead in Oil Market is Very Firm

WHITE LEAD IN OIL.—There is an increased firmness in the market for white lead in oil owing to the advances that have taken place recently in pig lead and linseed oil. In the New York market pig lead is quoted at $8.50 per hundred pounds, which represents an advance of 75c. per hundred in a period of three weeks. Linseed oil, on the other hand, is now at record levels with small prospect of being able to get supplies of seed forward from the Canadian Northwest owing to the embargoes that are on the carrying of the seed by the railways.

Forward Bookings on Mixed Paints Satisfactory

MIXED PAINTS.—Some of the large paint concerns report that bookings for future delivery of mixed paints have been very satisfactory. There was doubt during the first part of the season as to the effect that high prices would have on the sale of paints. Paint dealers in some instances are of the opinion that dealers and consumers have now become accustomed to higher prices for these commodities and that higher prices no longer frighten them. In the face of the firmness in the market for linseed oil and the scarcity of other raw materials there is a continued firmness in all mixed paints. Varnishes are also in firm market due to the linseed oil situation.

Glass Prices Have Been Moved Upward

GLASS AND PUTTY.—Some dealers have followed the lead set by one concern three or four weeks ago and have changed their discount on glass from 20 per cent. off list to 15 per cent. off list. Reports from the producing centres in the United States are none too encouraging. Representatives in this city have been advised that all plants in West Virginia have been idle for several days through the shortage of gas. As a result the working efficiency of the factories has been greatly retarded and they will have to run at a disadvantage for several weeks. Demand for glass locally is fair. Putty is in firm market, but high prices now prevailing make the manufacturers slow to advance still further.

Two Good Ladders

The Hercules
The Faultless

HERCULES

The HERCULES is absolutely the strongest and safest stepladder made. Will carry a weight of 3,000 lbs. Steps and top wide and strongly trussed.

FAULTLESS

The FAULTLESS is a great favourite with electricians, plumbers, painters and paper hangers, because it is so reliable. Has wide steps and is very strongly and carefully made.

Our catalogue describes these ladders at great length and illustrates other ladders and woodenware specialties. Send for it. It is useful and can be made profitable.

The Stratford Mfg. Co., Limited

STRATFORD, CANADA

Make New Friends For Your Store

Housewives are seeking the merchant who sells "Mendets"—the great mending patch for mending leaky vessels, rubber bags and tires without rivets or solder.

Make new friends for your store. Send for our free counter Display Containers of

MENDETS
A PATENT PATCH

(Trade-Mark).

The following wholesale hardware merchants sell Mendets:

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C., Crowell Bros., Halifax, Nova Scotia.

Collette Mfg. Company

Collingwood, Ont., Canada

Why it pays to feature Berry Brothers' brands

Consumers are getting more and more varnish wise. The price per gallon is no longer such a deciding factor as it was. Ultimate economy in varnish buying is known to be determined by quality, adaptability and uniformity.

For over half a century these features have been recognized in all Berry Brothers' products by discriminating buyers.

Write for our price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONT.

(455)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmokor 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.25; 22 long smokeless, $7.50; 22 long rifle smokeless, $8.75 per M.

Sporting Cartridges — Centre Fire Smokeless—303 Winchester, $32.75 per M.; 303 Savage, $32.75; 303 British, $95; 32 Winchester special, $32.75; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12 00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:
Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz......	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.........		10 00
No. 3, doz.........		10 80
No. 4, doz.........		11 60
No. 5, doz.........		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.35-$1.45
Cut Lace Leather, lb..$1.50-$1.65

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 20%.
Carriage Bolts ($1), list, 7-16 in., 5%.
Machine Bolts, ⅜ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3) list, 10%.
Whiffletree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS

	Per lb.
Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.......	5 50
3 sections, 5 ft., doz........	6 80
3 sections, 6 ft., doz........	8 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE

	Per doz.
No. 1—18 in.x24 in.......	7 00
No. 2—18 in.x28 in.......	7 60
No. 3—20 in.x30 in.......	8 00

BOARDS (Ironing)

Size 12x60 ins., doz........	8 00
Size 14x60 ins..............	9 00
Folding, 14x58 ins., doz...	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)..		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814..........	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Butts—
Chicago Spring Hinges, 10%.
Triplex Spring Hinges, 40%.
Chicago Mortise Floor (5000) 40%
Chicago Relax Floor (6000), 45, 7½%.
Chicago Premier (4000), 25%.
Chicago Ajax (3000), 25%.
Chicago Fire Station, List.
Lavatory Door Hinges, 20, 10, 7½%.
Chicago Screen Door (2000), 50%.
Chicago Screen Door (3000), 25, 5%.
Non-Hold Back Screen Door Steel, 40, 20%.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—⅛ in., $14.70 per 100 lbs.; 3-16 in., $10.20; ¼ in., $7.80; 5-16 in., $6.90; ⅜ in., $6; 7-16 in., $7.65; ½ in., $7.45; ⅝ in., $7.25; ¾ in., $7.15; ⅞ in., $7; 1 in., $6.85.

B.B.B. chain is priced as follows: ¼ in., $13; 5-16 in., $11.10; ⅜ in., $10.30; 7-16 in., $10.05; ½ in., $9.85; ⅝ in., $9.65; ¾ in., $9.50; ⅞ in., $9.35; 1 in., $9.20.

Fire Welded—7-16 in., $6; ½ in., $6; ⅝ in., $6; ¾ in., $6.

B.B.B. Crane Chain—¼ in., $9 per 100 lbs.; 5-16 in., $8; ⅜ in., $7.20; 7-16 in., $7.20; ½ in., $7.20; ⅝ in., $7.20; ¾ in., $7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS. FOOD

Universal, No. 0.......	$14.40 doz.
1.......	17.40 doz.
2.......	20.40 doz.
3.......	25.80 doz.

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths..	$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths...	5.15
19, 6-strand, 100-ft. lengths..	4.35
19, 6-strand, 50-ft. lengths..	4.60

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	53 50	53 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, list, plus 10%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets.	7 00	6 75
All bright, 52 sheets	7 75	7 00

	Apollo	Galvanized Crown	Gorbals
18x24x52 .	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$22 00
IX, 20x28 base	26 00
IXX, 20x28 base	30 00
IXXX, 20x28 base	34 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	9 00
IX, 20x28 base, 56 sheets..	10 00
IXX, 20x28 base, 56 sheets	12 00
IXXX, 20x28 base, 56 sheets	14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 200 lbs., $16.50; 216 lbs., $17.50.

COKES, BRIGHT

Bessemer Steel—

41x20 I.C. base	9 25
20x28 I.C., double box......	18 50

CLOCKS

Big Ben 2 40

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle....	60
Disston Brand	50
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

CP
TRADE MARK

Making it Easier for You to Sell Paint

Quick turning of your paint stock means more profits and less investment. Therefore it is to your advantage to handle a brand of paint products that your customers have been educated to demand because of its quality and the satisfaction in using it.
The shortest route to bigger sales and profits is through the

Canada Paint Agency

Practically every paint user in Canada is being taught the economy of using Canada Paint and to know how and when to use it for the greatest satisfaction.

Canada Paint "Full Line Agents" are profiting by this intensive sales promotion and are fast gaining control of the paint and varnish trade for their districts.

If you want to know the full particulars of the fastest selling and most profitable line of paint products on the market, we shall be pleased to have your request.

Our 1917 promotion will be worth many dollars to you.

The Canada Paint Co., Limited

572 William Street, Montreal
112 Sutherland Ave., Winnipeg

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick 2 15
Under 40 lbs. 2 45
Mounted No. 115, each..... 7 00
Bi-Treadle, each 6 75

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1 in...$ 7 75
Russet rope shank, 1¼ in.. 9 25
Black rope shank, 1 in. ... 8 00
Black rope shank, 1¼ in.... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL)

7-16 in. gross, $18; 9-16 in., $27.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt... 11 00
Masons, 5 lbs. and over, per cwt. 13 00
Napping, up to 2 lbs. 0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No 0 .... 6 65
Atlas, No. 1 .... 7 30
Atlas, No. 2 .... 8 50
Stearns, 4 in. 6 00
Stearns, 5 in 8 40
Perfect, No 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
Storm King and safety hangers, doz. 7 00
Steel track, 1¼ in 6 75-7 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.$3 35
Perfection No. 130 N.P., ea. 3 75
Perfection No 125, Jap., ea 3 25

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs...	1 00	1 00
4 in., doz. prs...	1 20	1 10
5 in., doz. prs...	1 40	1 30
6 in., doz. prs...	1 70	1 50
8 in., doz. prs...	2 50	1 80
10 in., doz. prs...	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs... 7 00
Over 14 in., per 100 lbs..... 6 50
Extra hooks for above, ⅝ in., per lb. 07
Extra hooks for above, ¾ in., per lb. 6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.90; No. 1 and smaller, $5.15; show pattern, No. 2 and larger, $5.15; No. 1 and smaller, $5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $5.35; No. 1 and smaller, $5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4 ,$6.75; special countersunk steel, all sizes, 0-4, $7.25; toe weight steel shoes, all sizes, No. 1 to 4, $7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $2; No. 2 and larger, $1.90; "Sharp" No. 2 and larger, $2.10; "Sharp" No. 1 and smaller, $2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft...... 0 12
Corrugated, ¾ in., ft...... 0 16
Corrugated, 1 in., ft....... 0 22

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 40	4 00
Refined bar steel..		4 25
Refined iron, per 100 lbs.	3 65	4 40
Angles ....base		4 50-4 75
Horseshoe iron, per 100 lbs.	3 65	4 25
Norway iron	10 25	7 50
Mild steel	4 30	4 25
Band steel	4 30	4 50
Sleigh shoe steel..	4 30	4 50
Tire steel	4 50	4 00
Toe calk steel ...	5 20	6 00
Mining tool steel, per lb	0 13½	0 14
Sheet cast steel, lb		0 52
Spring steel	6 00	6 00

IRON, TINNED

72x30 up to 24 gauge, case lots 15 50
72x30, 26 gauge, case lots.. 16 00
Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 1 15
Mrs. Potts, No. 50, nickel-plated, per set 1 30
Mrs. Potts, handles, japanned, per doz. 1 00
Sad irons, common, plain, 3, 4 and 5 lbs............. 8 50
Sad irons, plain, 6 lbs. up 6 50
Sad irons, common, plated.. 5 50
Princess Electric, each 3 20
Gasoline Sad Irons each... 3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock .... 14c ft.
Ontario .... 19c ft.
Faultless .... 22c ft.
Mechanic .... 27c ft.
Hercules .... 25c ft.
Perfect .... 24c ft.
Faultless, extra heavy ... 27c ft.
Hercules, extra heavy ... 30c ft.
Mechanic, extra heavy ... 32c ft.
Chair ladders, each 2 00
B.T. Standard .... 18c ft.
B.T. Economy .... 14c ft.
B.T. Iron Bound, 4-9 ft...26c ft.
B.T. Iron Bound, 10-14 ft. 31c ft.
B.T. Iron Bound, 15-16 ft. 41c ft.
B.T. Iron Bound, 17-20 ft. 51c ft.
Crescent .... 17c ft.
Household .... 13c ft.
Standard .... 20c ft.
Electrician .... 26c ft.
Heavy duty .... 46c ft.
Extension .... 24c ft.

Common and Roped Extension

Up to 32 ft. .... 17c ft.
36 ft. .... 19c ft.
40 to 44 ft. .... 20c ft.
48 to 52 ft. .... 25c ft.
56 to 60 ft. .... 30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 22 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. .... 13c ft.
18 ft. to 22 ft. .... 14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz. 8 50
Jumbo, doz. 10 00
Jap'd Dash, doz............ 11 25
Search Dash, doz.......... 11 75
Searchlight, No. 20, doz... 19 50
All brass 24 75
Little Bobs 1 75 2 35
Copper, well japanned, doz. 11 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short 0 65 0 75
Cold blast 0 75
Cold blast, short ruby 2 95 3 00
Cold blast, common ruby 2 75 3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 35
Steel Thumb, No. 3, per doz. 1 80
Steel Thumb, No. 4, per doz. 3 25
Barn Door, No. 5, per doz. 1 80
Barn Door, No. 9, per doz. 2 75

LEAD

	Mont'l	Tor'to
Pig, see weekly report.	Lb.	
Lead wool	0 13	0 12
Sheets, 3 lbs. sq. ft.	0 13¾	0 12¼
Sheets, 3½ lbs. sq. ft.	0 13¾	0 12¼
Sheets, 4-6 lbs. sq. ft.	0 13½	0 12

Cut sheets, ¾c lb. extra.
Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

List Each

Canadian 9 00
Dowswell 9 00
Noiseless 15 50
Hamilton 11 00
Snowball 15 00
Momentum 16 50
New Century, style A...... 16 50
New Century, style B..... 18 00
Playtime, engine drive..... 19 50
Ideal Power 28 00
Seafoam, electric 102 00
Seafoam, engine drive 44 00
New Idea, electric 131 00
Sunshine 8 50
Popular, No. 1 .... 9 50
Economic 11 50
Champion 17 00
New Excell-All 18 00
Blue Bell, without stand.. 16 50
Puritan Water Motor Washer, complete 28 00
Hydro, One Tub, engine drive 45 50
Low pressure water motor washer, each 30 00
Connor ball-bearing, with rack 18 50
I X L 18 50
Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A......
B.T. Bonnie, style B......
B.T. Ideal ....
B.T. Ideal Power ....
B.T. Ideal Water Motor ..
B.T. Cyclone ....
B.T. Cyclone Water Motor
B.T. Vollmar, No. 2 ......
B.T. Vollmar, No. 3 ......
Forest City, engine-driven
Forest City, electric ......

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.... 1 75
Carpenters', round hickory 2 05

MOPS

Mops, O-Cedar, doz........$12 00
S. W. Mops, doz. 3 75
Mop Sticks, doz. 1 60
Cast head mops, doz. 1 40
Crescent, doz. 1 75
Crank wringing, doz....... 6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch, ..$1	3 inch... 10c
1⅛ inch, ..$1	3¼ inch... 10c
1¼ inch. ..65c	3½ inch. .. 10c
1½ inch. ..40c	4 inch. .. 5c
1¾ inch. ..40c	4½ inch. .. 5c
2 inch. ..30c	5 inch. base.
2¼ inch. ..30c	5¼ inch. base.
2½ inch. ..15c	6 inch. base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails -- Montreal, $4.50 base; Toronto, $4.50 base; London, $4.50.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Autoists want this

— the article is right
—the price is right

Dealers sell this

RUB-R-TITE PATCH

RUB-R-TITE Patches come in sheets 4 x 12 inches (in each 50c carton), and are made in four fabrics; special rubber, mohair, black drill, drab drill. Each counter case of 12 50c cartons contains an assortment of 3 of each kind. Remove linen coating from the adhesive side, apply same as plaster to size of tear. Cements itself quickly to any surface; waterproof, permanent, economical.

Mends torn, leaky auto tops easily, quickly, permanently, inexpensively, whatever the size of the tear or hole—whatever the material; leather, rubber, mohair, pantasote, or drill—this RUB-R-TITE PATCH will do it to the owner's entire satisfaction: or money back.

Mr. Jobber---Mr. Dealer---if in 30 days

a counter-case box doesn't sell, send it back and we will cancel our invoice. This is an offer we can make because, after a 12-months' trial, we know this article is a **quick, sure seller** in any kind of an auto supply store. Now then—send us your order to-day—now.

$4.00 for (1 doz. 50c. assorted patches) counter case, retailing for $6.00 or 33⅓% for the dealer. Jobber's discounts on request.

Write for more information if you like, but send in your trial order at once. Address

AUTO PRODUCTS MFG. CO., Inc.

Factories:

FORT ERIE, ONTARIO or **BUFFALO, N.Y.**

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)
C Brand.

Size.	C Brand. Per box of 25 lbs.
No. 3	$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	2 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, $7.70.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...	$1.80	48 inch...	$ 6.20
18 inch...	2.65	60 inch...	7.70
24 inch...	3.40	72 inch...	9.20
30 inch...	4.00	84 inch...	10.50
36 inch...	4.75	96 inch...	12.00
42 inch...	5.50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3.50	42 inch...	$10.50
18 inch...	5.00	48 inch...	12.00
24 inch...	6.30	60 inch...	15.00
30 inch...	7.75	72 inch...	18.00
36 inch...	9.00		

1 inch mesh and 20 ga. wire.

12 inch...	$ 4.00	42 inch...	$12.00
18 inch...	5.50	48 inch...	14 00
24 inch...	7.00	60 inch...	17.00
30 inch...	8.50	72 inch...	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...	$10.50	36 inch...	$15.00
30 inch...	12.75		

(½ inch mesh and 22 ga. wire)

24 inch...	$16.50	36 inch...	$24.00
30 inch...	20.10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM	Per 100 lbs.
Best (American)	$20.75-$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	18 00
U.S. Navy (English)	16 50
Plumbers (spun)	$8.00-$8.50

OIL	Montreal	Toronto
Can. prime white petrol	0 14	0 13
Royalite	0 14	0 13
Palacine	0 17	0 16
Lampoline	0 15	0 14
Electroline	0 18	0 17
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12
Black Oil (Winter)	0 12½	0 12½
Cylinder Green	0 35	0 36½
Paraffine	0 24	0 19½
XXX Machine	0 25½	0 22
Fuel Oil, bbls.	0 13¼	0 12¼
Fuel oil, tank cars	0 11¾	0 10¾

OLD MATERIALS

Tea lead, 6c lb.
Lead, heavy, pipe, etc., 8c.
Brass, yellow, 15¾c; red, 19½c.
Brass, light, 10½c lb.
Zinc, heavy, 8c lb.
Copper, heavy, 23¾c lb.
Old cast iron, $15.50-$16 per ton.
Stove plate, $11.75 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 8¾c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 5½c. bicycle tires, 2½c.

PACKING	Per lb.
Fine jute	0 12
Coarse jute	0 09½
Square braided hemp	0 28
No 1 Italian	0 36
No. 2 Italian	0 28

PAPER	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 70
Tarred Felt, per cwt.	$2-$3.25
Asbestos Sheeting, (per 100 lbs.)	$10.00-$12.00
Carpet Felt, 16 oz., per 100.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz. $7 75
Little Star, per doz. 6 50

PICKS (CLAY)	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black Per 100 feet	Galvanized
⅛ in.	$ 4 25	$ 5 75
¼ in.	3 54	5 67
⅜ in.	3 54	5 67
½ in.	4 59	6 16
¾ in.	5 64	7 76
1 in.	8 33	11 48
1¼ in.	11 27	15 53
1½ in.	13 48	18 56
2 in.	18 13	24 98
2½ in.	28 67	39 49
3 in.	37 49	51 64
3½ in.	46 92	63 94
4 in.	55 59	75 76
Lapweld—		
2 in.	21 09	27 57
2½ in.	31 59	41 83
3 in.	41 31	54 70
3½ in.	51 52	68 54
4 in.	61 04	81 21
4½ in.	71 12	94 62
5 in.	82 88	110 30
6 in.	107 50	143 00
7 in.	142 80	186 80
8 in. L.	150 00	196 30
8 in.	172 80	226 10
9 in.	207 00	270 80
10 in. L.	192 00	251 20
10 in.	247 20	323 40

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.
4½" and larger, 55%.
4" and under, running thread, 40%.
Standard couplings, 4" and under, 50%.
4½" and larger, 30%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 35% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	% 55	% 55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

*See prices under Wares, etc.

PITCH

Pine, black, per bbl. 4 75
Pine, green, per bbl. 5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

PUMPS

Pumps	35%
Cistern Pumps	30%
Set Lengths	35%
Brass Lined Cylinders	25%
Brass Body Cylinders	20%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. **Coppered Rivets, net extras,** 3c per lb.

ROOFING	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	**1 55**
Everlastic, 2 ply	**1 80**
Everlastic, 3 ply	**2 05**
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	**0 24**
Coal Tar, bbl.	$4.50-$5

Roofing Pitch, 75 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis ......lb.	29½
British Manila basis	25
New Zealand hemp basis	25
Sisal basis	24

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:— Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	24	
Double lath yarn	24½	
Yacht marline, tarred	50	
White polished halyards	28	
Hemp, deep sea line basis	40	
Hemp, tarred ratline basis.	36	
Hemp, tarred bolt rope basis	38	
Marline and Houseline	38	
Jute rope basis	16-17½	
Italian rope basis	40	
Cotton, ⅛ lb.	0 42½	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 20%. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted **Aug. 1, 1903.**

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	..
Hexagon cap	..

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	9 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	6 00
12 gauge	6 00	6 00
14 gauge	5 40	5 40
16 gauge	5 60	5 60
18-20 gauge	5 55	5 55
22-24 gauge	5 60	5 60
26 gauge	5 60	5 65
28 gauge	5 75	5 75

SHEETS, CORRUGATED

	Per 100 sq. ft.	Galvanized
28 ga.	$ 6 50	$ 6 00
26 ga.	7 00	6 50
24 ga.	9 50	10 00
22 ga.	11 50	12 00
20 ga.	13 20	14 00
18 ga.	16 50	18 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$ 8 30
U.S. 28	8 00
U.S. 26	7 70
22 and 24	7 55
18 and 20	7 40
14 and 16	7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 35
16 gauge	7 40	6 45
18-20 gauge	7 60	6 60
22-24 gauge	7 80	6 75
26 gauge	8 00	6 90
28 gauge	8 40	7 20
10¾ ozs.	8 85	7 50

Add 15c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 30	8 00	8 05
22-24	8 50	8 20	8 25
26	8 75	8 50	8 65
28	9 00	8 75	8 95

Less 25c in case lots.

SHINGLES	Per square
Standard galvanized	$6 75

Shipping weight, 90 lbs.

Standard painted 5 00

Shipping weight, 80 lbs.
Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES	List
Boys' Hockey, polished	1 25
Scotia	3 25
Dreadnought	3 50
MicMac	5 00
Velox	6 50
Regal, 189	6 00

Discount 30%.

SOLDERING COPPERS.

Base, per lb., 61c cents.

The CROWN DIAMOND PAINT *Products*

A complete line of Paints and Paint Specialties for practically every purpose.

The New-Old line of purely Canadian household paints used continuously by three generations.

CROWN DIAMOND PAINTS have endured the severest tests of time and wear, since 1842. What better proof could be had of their reliability? They still maintain the confidence and reputation which they gained long ago.

CROWN DIAMOND PAINT is a high-grade paint at a price which allows the dealer a fair and satisfactory margin of profit—a profit more generous than the average. The price advantage is made possible by our position as manufacturers and importers of heavy chemicals, the manufacture of our own dry colors, and particularly to the low-selling cost, due to having the one sales organization for chemicals, aniline dyes and paint. This works to the advantage of the dealer by giving him a little relief from the present abnormal prices.

The CROWN DIAMOND advertising has been built on a different plan from that usually followed. It contains many unique and unusual features which are the result of an investigation of the methods used by a number of successful retail merchants. The features are exceptionally generous, and are planned from the viewpoint of the local retail merchant, and the one object in view is to help the dealer sell more paint.

Let us show you how our agency plan will enable you to make a larger profit.

DISTRIBUTORS:

W. B. Dalton & Sons, Limited
Kingston

H. J. Dupont & Son
Ottawa

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

Crown Diamond Paints
McArthur Irwin Ltd.

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30 and 5%	....	20 and 10%
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	30 and 2½%	30 and 2½%	30 and 2½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	30 and 2½%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen—— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES — Per cwt.

Fence staples, bright, kegs 4 85
Fence staples, galv., in kegs 5 70
Fence hooks, galv..... 5 70

In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET — Bissell's

Boudoir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea... 7 25
Ontario, 2-passenger, ea... 6 25
Baby, ea. 4 00

TACKS — Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe Findings List adopted Aug. 10, 1916—New list under advisement.
List of Capped Goods adopted Jan. 1, 1916....70-10%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

O. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 35%.

TRAPS (GAME) — %

Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) — Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS

No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES — %

Ground work 45-47
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath Cocks
Standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam Cocks
Standard 53
High grade 50
Radiator valves, standard... 30
High grade 30
Patent quick opening valves 60

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30. 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz... 41 75
Garden, steel wheel, doz... 53 00
Light garden, each 37 25

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70 %
Brass Screw Hooks	70 %
Brass Gate Hooks and Eyes	70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $5.25; No. 10, $5.30; No. 11, $5.40; No. 12, $5.50; No. 13, $5.60; No. 13½, $5.60; No. 14, $5.75; No. 15, $6.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.20; No. 19, $6.70.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15, No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Toronto	London
Barb	$4 70	$5 00
No. 9 pl. galv....	4 25	4 25
No. 12 pl. galv....	4 40	4 40
No. 13 pl. galv....	4 50	4 50
No. 9 coil sp.....	4 25	4 30
No. 12 coil sp....	4 50	....
No. 10 O. & A....	5 16	5 16
No. 11 O. & A....	5 22	5 22
No. 12, O. & A...	5 30	5 30

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.....	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list, 45 & 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Regular, 65%.
Trimo, 50, 5% off list; parts, 50%; Stillson, 50, 5%; parts, 50%; Coes, 10%.

WRINGERS—MOP.

White, No. 1, each..... 1 50

The National Advertising of PRATT & LAMBERT VARNISH PRODUCTS is Making a Pathway to YOUR Door

PEOPLE want Pratt & Lambert Varnishes. And they order them from the dealers who stock them. They do this because the super-quality of these goods and the great national advertising makes them want them. The effectiveness of this advertising is shown by the remarkable and consistent gains in the yearly sales of Pratt & Lambert Dealers everywhere.

Your business instinct will tell you that it is good merchandising to stock a line which has *proved its right to be famous* by sixty-eight years of constantly growing popularity — yet whose makers have never for a moment rested in their efforts to make its name even better known and its quality even more worthy. This is the established Pratt & Lambert policy; and it is a policy which can *make money* for you.

THE people who read the magazines are the successful people — the home-owners — the spenders. Pratt & Lambert advertising has been going continuously for many years into more than six million homes of this character. Every day huge purchases of varnish and enamels are made by this vast multitude of buyers — and what is more natural than for them to seek out the paint and hardware stores which sell *the goods best known to them?*

Get Your Share

of the great and growing sales from which P&L Dealers everywhere are getting Big Profits. Write for the Pratt & Lambert Dealer Proposition — and do it today — NOW!

PRATT & LAMBERT-INC.
Varnish Makers 68 Years
24 Courtwright St., Bridgeburg, Ontario

Factories
Bridgeburg, Ontario
Buffalo
New York
London
Paris
Chicago
Hamburg

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $7.40 per 100 lbs.; 5 lb. packages, $7.20 per 100 lbs.; white, 2½ lbs., $6.80 per 100 lbs.; 5 lbs., $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$1 35
Weighted, 20 lbs., doz..... 1 60

COATING

Cement Coating $2 55 2 75

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5-12c
Burnt Umber, 100 lbs..... 5-12c
Raw Sienne, 100 lb. kegs.. 5-12c
Burnt Sienna, 100 lb. kegs 5-12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30-35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15-22
French permanent green, pure 0 22
Signwriters' black, pure.. 0 24
Marine black, 25-lb. lrons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-jchn extra.

GLUE Per lb.

French medal .....
English common sheet 30-35
English prima 0 38
White pigsfoot 0 38
Cake bone, 112-lb. bags... 0 30
Hide, 112-lb. bags 35-38
Gelatine, 112 lb. bags....45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$14 30	$14 50
Crown Diamond...	14 30	14 50
Green Seal	14 30	14 50
Tiger Pure	14 30	14 50
Ramsay's Pure	14 30	14 50
Moores Pure	14 30	14 50
O.P.W. Dec. Pure..	14 30	14 50
Red Seal	14 30	14 50
Decorator's Pure ..	14 30	14 50
O.P.W. English ...	14 55	14 75
Elephant Genuine .	14 55	14 75

B.B. Genuine Lead, less than tons, $16.20 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins	$31 50	$22 75
2-lb. tins	....	21 75
5-lb. tins	29 50	17 50
10-lb. tins	28 50	....
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks	....	15 00
600-lb. casks	....	14 75

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.60. White in lb. pkgs., per 100 lbs., $6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white	$3 05
B.H. English, colors	2 80
Crown Diamond, white	2 80
Crown Diamond, colors	2 55
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint	1 95
Moore's Sani-Flat	2 10
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white ..	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white ..	3 05
Sherwin-Williams, colors ..	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white ...	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65

PARIS GREEN

	Munro's	C.P. Berger's Co.
600-lb. bbls.	"	
250-lb. kegs	"	
100-lb. drums	"	
50-lb. drums	"	
25-lb. drums	"	
1-lb. 100s, pkgs.	"	
½-lb. 100s		
1-lb. 100s, tins	"	

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2 35 $2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ barrels	0 06½
Barrels	0 06

PUTTY Standard

	Montreal	Toronto
See weekly report.		
Bulk, in casks	2 90	3 10
Bulk, 100-lb. drums	3 35	3 55
Bulk, 25-lb. drums	3 45	3 65
Bladders, in bbls..	3 60	3 85

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.75 to $3.25.
Pure Orange, gal., $2.45 to $3.

Gum, 44c lb.; finest orange, 49c lb.; finest white, 60c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

	Montreal	Toronto
See weekly report for prices.		

SLATING Gal

Liquid Slating, B.B.....

VARNISHES Per gal cans

Gold Medal .....$ 2 05
Maritime Spar 4 25
B.-H. Stovepipe Varnish, ½ pints, per gross..... 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor... 2 75
Jasperite Interior and Exterior 2 25
Jasperite Pale Hard Oil. 1 60
Jasperite Floor Finish... 2 25
Marble-ite Floor 2 54
Wood-var 2 54
Finest Interior 2 86
Durable Floor 2 40
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Kopal ....
Spar-Not 3 03
Kyanize Spar 4 50
Kyanize Cabinet Rubbing 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50

WATER PAINTS

Opalite, 300 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

Fancy 0 16
Lion 0 14½
Standard 0 13
Popular 0 11¾
Keen 0 10½

WASTE, WOOL PACKING

Arrow 25
Axle 20
Anvil 15
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41-44c
Johnsons 41-44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 20
Barrels 1 00-1 05
$4 extra for barrels.

Dougall Varnishes Are Standard

and the Quality Never Changes

Every grade of Dougall Varnish is made under a separate and distinct formula, for a certain purpose.

We keep every grade in stock at all times, fully aged and ready for immediate shipment.

No matter for what purpose your customer needs varnish, there is a Dougall product to fill the bill, and you cannot do better than give it your whole-hearted recommendation.

The Dougall Varnish Co., Limited

MONTREAL

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 8 00	$13 00
Double Bit	13 50	15 50
Broad axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8¾c; ⅜, 7¾c; tie out, 65%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 8½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 40 p.c.; Blacksmith, ½ in. round shank, 35 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12 oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	8 00	11 75
26 to 40	9 00	13 75
41 to 50	11 50	15 25
51 to 60	12 00	16 00
61 to 70	13 00	17 25

GLASS (Plate)

20% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.90; No. 2 and larger, $5.65; snowshoes, No. 0 to No. 1, $6.15; No. 2 and larger, $5.90; steel, No. 0 to 1, $6.35; No. 2 and larger, $6.10; featherweight, $7.50.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	8 75	8 75
28 Am. or 26 Eng.	8 45	8 45
26 Am. or 26 spec.	8 15	8 15
24	8 00	8 00
22	8 00	8 00
18 and 20	7 85	7 85
16 Am.	7 70	7 70

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Potts No. 50 set 1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz	8 75

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $5.10.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots, 2c advance over list; case lots, 1c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24½c; Buffalo Engine gasoline, 33½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 33c; Family Safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer Black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 16½c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, 14c; less quantities, 16c.

PICKS, Clay, 6-7, $7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 28	$ 6 75
⅜ inch	4 37	6 84
½ inch	5 67	7 47
¾ inch	6 98	9 41
1 inch	10 35	13 91
1¼ inch	13 95	18 81
1½ inch	16 70	22 50
2 inch	22 50	30 24
2½ inch	35 51	47 84
3 inch	46 44	62 55
3½ inch	58 05	....
4 inch	68 76	....
4½ inch	86 40	....
5 inch	100 80	....
6 inch	130 50	....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $7.25; full polished, $8.25; 18 x 24, half polished, $7.25; full polished, $8.25; 20 x 28, half polished, $7.50; full polished, $8.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	4 00
25-lb. irons, per cwt.	4 30
1½-lb. tins	0 07½

RIVETS AND BURRS

Iron rivets, 20 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 23½c base; pure Manila, 29½c base; British Manila, 24½c base; lath yarn, 23½c base; African hemp, 24½c base; cotton rope, ¼ and over, 43c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 10 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	6 50
12 gauge	6 50
14 gauge	6 25
16 gauge	6 25
18-20 gauge	6 05
22-24 gauge	6 10
26 gauge	6 15
28 gauge	6 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No 4, $10.65 doz.; No. 6, $11.40; No. 8, $12.10; No. 10, $12.80; Moose and Jones Scoops, No. 4, $11.85 No. 6, $12.50; No. 8, $13.15; No. 10, $13.85 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east. octagon tool steel, 12½c base; square tool, 13½c base; spring, $5; machine, $5 base; tire, $4.50.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C.	$19 00
20 x 28 I.X.	20 50
20 x 33 I.C.	21 50
20 x 33 I.X.	23 50
Terne plates	19 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15%+75c; full boxes, iron, 20%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.40; less than ton lots, $16.05.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.45 Winnipeg; $6.05 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $5.70; 10, $5.75; 12, $5.90; 14, $6.05; 15, $6.20; 16, $6.35 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

BOILER TUBES

We have a large shipment of 3 and 3½-in. tubes just arrived, and can quote you attractive prices on your requirements. We carry from 2-inch to 4-inch tubes in stock for immediate shipment.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

An Easy Line to Sell the FARMERS

You know what it means if a fire gets headway in the farm home —**total destruction**—because there is no fire department such as in towns and cities, to extinguish the blaze. Point out to the farmer the necessity of having one, two, or a few

PYRENE
FIRE EXTINGUISHERS

It is as effective on burning gasoline as on burning shavings. It will not injure the finest fabrics, and will not freeze at 50 degrees below zero.

You'll like the profit.

in his house and barn. THE PYRENE IS ALWAYS READY FOR ACTION—NEVER DETERIORATES, FREEZES OR CORRODES.

Puts out all kinds of fire, gasoline or oil.

GREAT WEST ELECTRIC CO., LIMITED
Winnipeg, Manitoba

DELTA FILES

are keen cutters at work, but they cement friendship between dealer and customer.

The good, dependable qualities of "Delta" files win many friends and leave a favorable attitude toward the store where they were purchased.

Each use of a "Delta" file means a saving in time and effort for the user. The long-continued satisfaction given is suggestive of other purchases at the same store.

You'll find the agency for this line exceedingly profitable.

Delta Agents are supplied with very effective advertising matter which greatly assists in getting new customers.

Let us send you full particulars.

TRADE MARK

DELTA

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.
ALL LEADING JOBBERS

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

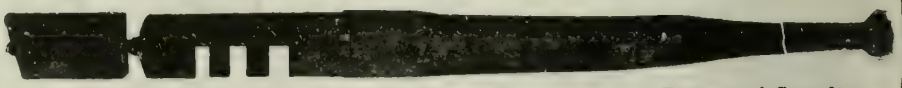
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

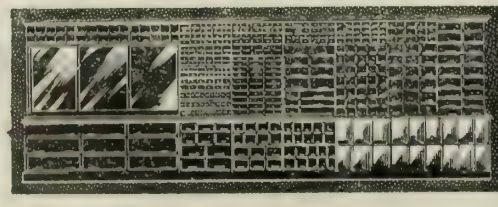
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

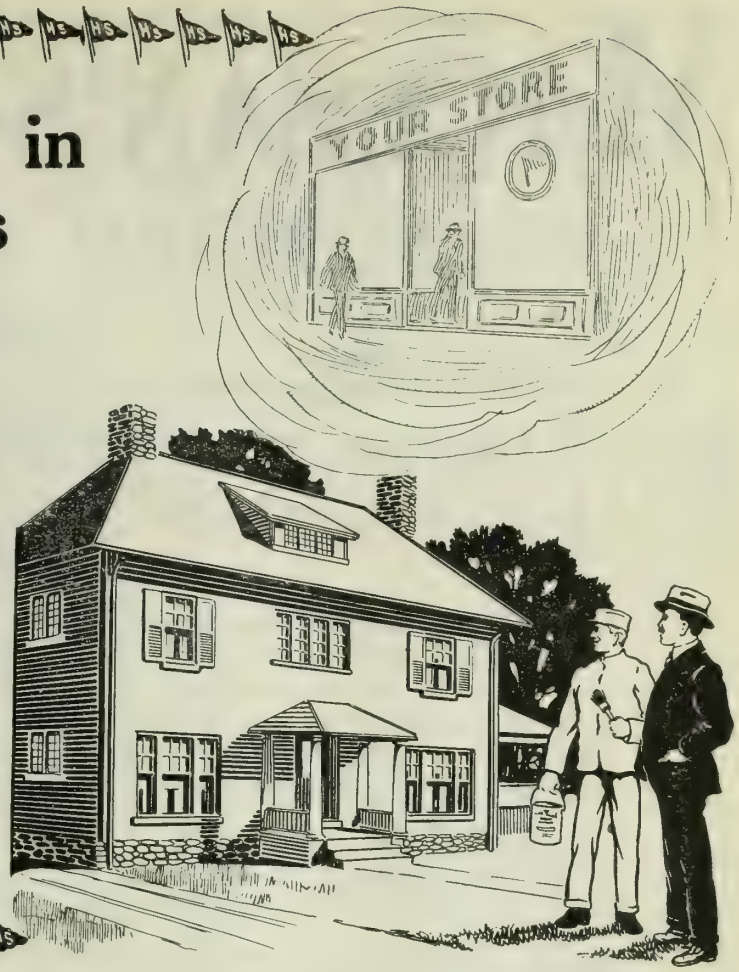
Your store is in their minds

A Lowe Brothers High Standard Paint job is always a beauty-spot on the landscape. So it can't help but call up a warmly-favorable picture of your store on the minds of the House-owner and the Painter every time they see it. This is cold logic.

We've got the Paint—the Service—the Advertising. Want them?

Lowe Brothers LIMITED TORONTO

Lyon Paint & Glass Co., Ltd, Winnipeg



CRESCENT FORGE & SHOVEL CO — TRUE FIT TRADE MARK — HAVANA, ILL. U.S.A.

Fits practically every plow in Western Canada

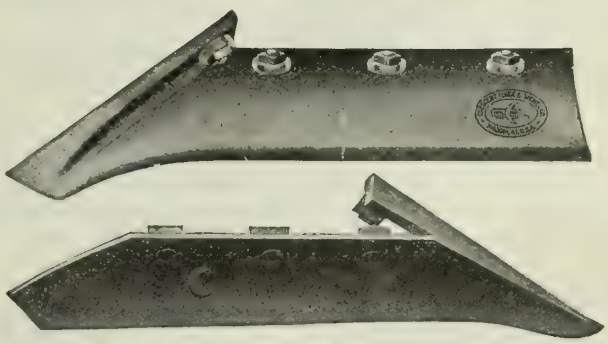
CRESCENT PLOWSHARES

The Best Share — For Every Plow

OUR WARRANTY

We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plow shares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 600 Patterns.



Crescent Forge & Shovel Co.

Havana, Illinois, U.S.A.

Crescent Plowshares are sold in Canada by
D. ACKLAND & SON, LIMITED, Winnipeg, Man.

Ask Ackland's for the Latest Lists. Write.

If interested, tear out this page and keep with letters to be answered.

MACLEAN'S MAGAZINE *for* February

Just suppose you were made Editor of MACLEAN'S MAGAZINE for one issue!

WHAT would you provide for your readers? You would probably want some good short stories, and you would like to offer chapters of a good serial. You would want something in lighter vein. Perhaps some verse. Certainly some serious articles of an informative and critical nature. Probably you would want everything—contributions and illustrations—to be by Canadians. Good! But who are they? And could you get their work?

Look at what the regular editor, T. B. Costain, has provided for the February issue of MACLEAN'S:

A serial story by **Sir Gilbert Parker**—"Jordan is a Hard Road."

A short story by **H. G. Wells**—"Into the Abyss."

A complete novelette by **A. C. Allenson**—"Danton of the Fleet."

A gripping sketch of "The Greatest Hotelman in the World"—a Canadian, by name John McE. Bowman, of the Hotel Biltmore, New York; and the man behind the Manhattan Hotel, New York, and the hotel now building in the same city, The Commodore, and the new Canadian hotel, The Devonshire, to be built this year in Toronto. **W. A. Craick** gives the story of this remarkably successful and interesting man—a veritable romance of achievement.

Stephen Leacock is in the February MACLEAN'S with one of his inimitable sketches—this one entitled—"In Merry Mexico." What a fancy, what a humor this man has! He roams the earth, and always is visiting some land or country in the spotlight of the world's history.

Then Editor Costain has **Miss Agnes C. Laut** in the February issue with a timely and thought-provoking article, "The Elections and Canada." She is writing of the American elections of last November, and in her virile style and with her amazing inside knowledge of things political, she gives all Canadians much to think about, and a wider vision of the place Canada holds in world affairs—dwelling especially on the new Anglo-Saxon relations which will be the result of the war now being waged, and which gives promise of involving the United States. Miss Laut's contribution is well worth reading.

H. F. Gadsby, free lance, ever a-tilting at politicians and politics, and never failing to get under the guard of parties and partisans, writes sparklingly on "How Premiers Control Their Cabinets" — of piquant interest in view of Sir Sam Hughes's recent encounters with Premier Borden. Gadsby studies other Canadian Cabinets than those of Premier Borden's. Good reading, this.

Then Editor Costain starts in this February issue of MACLEAN'S a new department—snappy biographical sketches and zestful stories of notable and interesting Canadians. You will enjoy this yourself and so will all others to whom you may introduce MACLEAN'S MAGAZINE.

The usual departments—Review of Reviews and "Information for Investors"—are present as usual; and illustrations by these Canadian artists, C. W. Jefferys, Harry C. Edwards, Lou Skuce, E. J. Dinsmore, assist to give the February MACLEAN'S *distinction and appeal.*

Now if you have been keeping in mind yourself—as a possible editor of MACLEAN'S MAGAZINE for a single issue—do you think you could excel or equal what the regular editor has provided for MACLEAN'S readers?

At All News-Agents, Fifteen Cents

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA

SOLD ON MERIT

Preparation for the Big Spring Drive

Just now Martin-Senour Dealer-Agents are taking delivery of their annual spring specification orders, which will provide them with ammunition to clean up the greater share of the paint and varnish trade of their district.

The Martin-Senour Company is bending every effort which splendid facilities provide for in hurrying forward these orders. In view of congested freight conditions and uncertainty of delivery on raw materials, the anxiety of the dealer is being relieved and satisfaction expressed in the splendid service we are rendering. A good full stock of every necessary line of our products in hand now may be the means of avoiding disappointment and loss of sales later on.

We are about to swing into action with the most aggressive sales promotion campaign on behalf of our dealer-agents' interests we have ever planned.

Quality, the best weapon, will be reinforced with a wide publicity campaign through the most largely circulated mediums, such as newspapers, magazines, farm and religious journals, etc. Our consumer mailing campaigns — right plumb — and follow-up systems will be sure trade-getters.

Display material for both interior and exterior use will be attractive and trade-winning.

We positively know and records prove that Martin-Senour quality and sales helps are unequalled. Dealers whose interests are linked with ours are the ones to whom success is assured.

It is not too late to join the winning class for 1917. Just drop us a line for our attractive proposition.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

If interested, tear out this page and keep with letters to be answered.

MAKE YOUR DOLLARS

FIGHT

AT THE FRONT.

BUY

DOMINION OF CANADA

THREE-YEAR

WAR SAVINGS CERTIFICATES

$ 25.00 FOR $21.50
50.00 " 43.00
100.00 " 86.00

INDIVIDUAL PURCHASES LIMITED TO $1500.

FOR FULL PARTICULARS APPLY AT ANY BANK OR ANY MONEY ORDER POST OFFICE

JAN. 9, 1917

FINANCE DEPARTMENT
OTTAWA

CANADA CEMENT COMPANY LIMITED
PORTLAND
CANADA
CEMENT
MONTREAL

SOON YOU WILL BE GETTING READY FOR SPRING. BUILDING WILL BE STARTLING YOU SHOULD BE PREPARED TO BE IN LINE FOR YOUR SHARE OF THE BUSINESS BY STOCKING EARLY IN BUILDERS' SUPPLIES.

"Rock" Wall Board

for walls and ceilings, is a high quality material. It is not intended only for the man who wants something cheap—it is good for good work. Sold in sheets 48" wide by 6, 7, 8, 9, 10 and 12 ft. long.

"HAMMER BRAND" PLASTER OF PARIS—the best brand of plaster made.

IMMEDIATE SHIPMENT OF ALL THESE LINES FROM STOCK.

Walter Belyea

Successor to the Late

THOMAS BLACK

WINNIPEG

The man who does not advertise simply because his grandfather did not should wear knee breeches and a wig.

The man who does not advertise because it costs money should quit paying salary for the same reason.

The man who does not advertise because he doesn't know how to write an advertisement should quit eating because he can't cook.

The man who does not advertise because somebody said it did not pay, should not believe the world is round because the ancients said it was flat.

CROWBARS

No. 102-A—CHISEL POINT

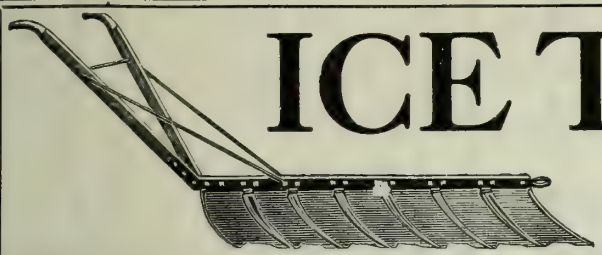
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL



ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

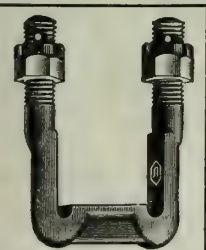
IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS

TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.



C. KLOEPFER, LIMITED

EDWARD HALLORAN, *General Manager*

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

FORGETTING

One of the things we all do well is to **forget.** **Names** that were household worlds yesterday are gone to-day. Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

If interested, tear out this page and keep with letters to be answered.

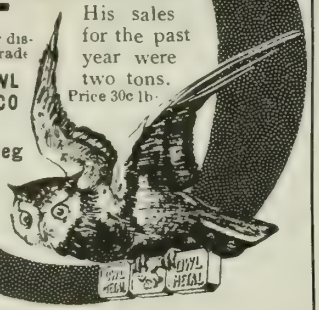
OWL BABBITT METAL

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons.

Write for discount to trade

THE OWL METAL CO LTD.
Winnipeg

Price 30c lb.



Reliance LIQUID GLUE

Always Ready

Extra Strong

Sold by Your Wholesaler

Reliance Ink Co., Limited, Winnipeg

Atlas 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

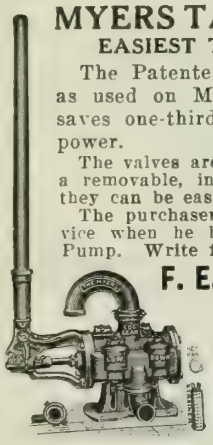
Atlas Mfg. Co.
New Haven, Conn.

MYERS TANK PUMPS
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

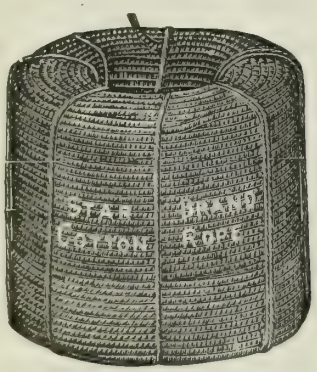
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

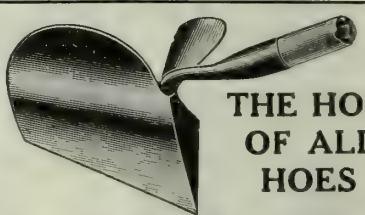
If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.



ONTARIO OIL & TURPENTINE COMPANY
TORONTO, ONTARIO
SUCCESSORS TO
Colonial Varnish & Color Co.
TORONTO, ONT.
TURPENTINE IMPORTERS
AND
LINSEED OIL DEALERS

We import Pure White Gum Spirits of Turpentine in new white oak barrels.

Prices quoted Jobbers and Manufacturers on application.
WHOLESALE ONLY



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Eastern Canadian Distributors:
Louis A. Larson, Ottawa.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

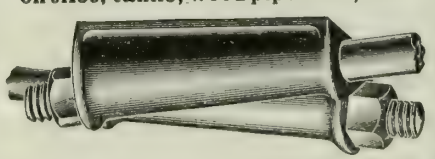
JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Lugs for Bands
on silos, tanks, wood pipe lines, etc.



For round rods $\frac{3}{8}$ to $1\frac{1}{2}$ inches.
For flat bands 2 to 6 inches.
(A number of patterns)
Also Drive-Well points.
Fence Building Tools.

Otterville Mfg. Co., Ltd.
OTTERVILLE, ONT.

Kindly mention this paper when writing advertiser

If interested, tear out this page and keep with letters to be answered.

THE MINISTER OF FINANCE

REQUESTS

THE PEOPLE OF CANADA TO

BEGIN NOW

TO SAVE MONEY FOR THE

NEXT WAR LOAN

JAN. 9, 1917

DEPARTMENT OF FINANCE
OTTAWA

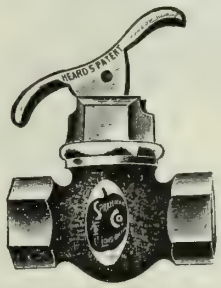
75% Profit For You In Resilvered Mirrors

There are many mirrors that you, Mr. Hardware Dealer, can secure in your neighborhood for resilvering. Gather them up and send them to us. Write to us for our prices. We will show you how you can make 75 per cent. profit. We guarantee our resilvering for two years. If it lasts that long it will last twenty years. We also specialize in

Plate Glass Mirrors
Leaded Art Glass Bevelling
Glass of all Descriptions

Excelsior Plate Glass Co., Ltd.
189-191 Queen St. E., Toronto

LIME SULPHUR CLUSTER
Fig. 56-2.



BRASS HAND-VALVE

BRASS ELBOW

A PROFITABLE LINE FOR YOU TO CARRY

Why not be prepared to supply the needs of your customers? They will soon require Spramotors and accessories.

We make a **complete line** of Spramotors, from the small hand knapsack to the large gasoline power outfits.

All our accessories are standardized and include: nozzles, couplings, elbows, stop-cocks, extension rods or pipes and hose—in fact everything required by the man who sprays. The

SPRAMOTOR

is unrivalled in efficiency, simplicity and durability, well advertised and everywhere a favorite. Get your share of the business—and the profits. Write to-day for details of our proposition, catalogue and prices. Made in Canada. No duty to pay.

SPRAMOTORS LIMITED, 3123 King St.
LONDON, CANADA
and 3203 ERIE ST., BUFFALO, N. Y.

If interested, tear out this page and keep with letters to be answered.

Wire Cloth

of every description

Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

WRITE FOR CATALOG.

Canada Wire & Iron Goods Company

Hamilton, Ont.

Eastern Representative, H. E. O. Bull, 184 Mance St., Montreal, Que.

Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS. ONT.

Improved Patent Flush Handle

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

CHESTERMAN'S

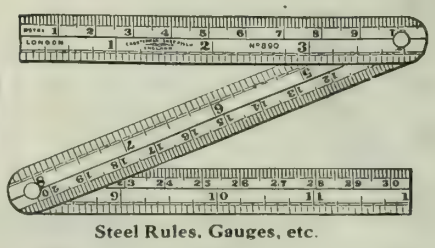
MEASURING TAPES

Linen, Metallic and Steel

TRADE J C *MARKS*

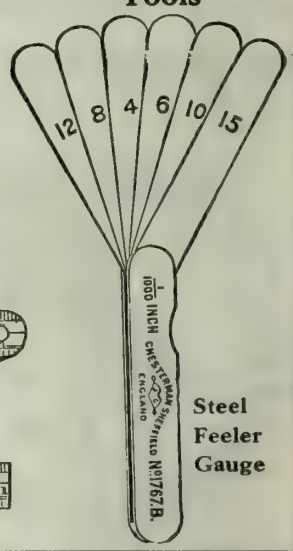
CONSTANTIA J C

TREBLE



Steel Rules, Gauges, etc.

Engineers' Small Tools



Steel Feeler Gauge

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

If interested, tear out this page and keep with letters to be answered.

TRADE MARK KEYSTONE BRAND REGISTERED

Dealers are Enthusiastic over the new KEYSTONE METAL CASE Stapled Broom

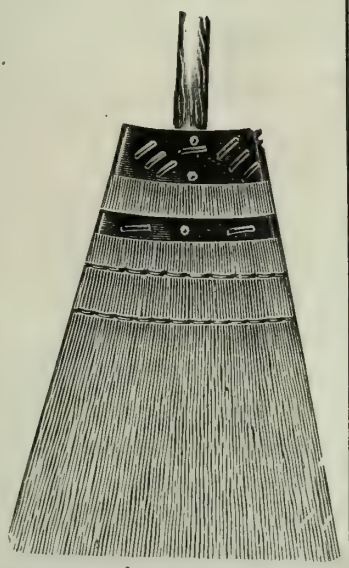
It is repeating excellently with their customers. It is built for the heaviest work, of all corn or corn and bamboo, in standard weights.

Write for prices, etc., to

Stevens-Hepner Co, Limited

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



"P.&W.Co." SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

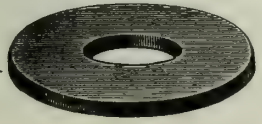
Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.

When in need of

Brooms
Brushes
Wrapping Papers
Twines

COTTON
JUTE
HEMP

or

Grocers' Specialties

Ask us.

WALTER WOODS & CO.

HAMILTON and WINNIPEG

If interested, tear out this page and keep with letters to be answered.

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract.
It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Aluminum Solder
British Aluminium Co., Toronto.
Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Aluminum, Alloy, Ingot, Sheet, Wire
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Ammunition
Dupont Powder Co., Wilmington, Del.

Anti-Skid Chains
Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

Ash Sifters
The Burrowes Mfg. Co., Toronto.
Collins Mfg. Co., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Asphalt Shingles
Bird & Son, Hamilton.

Auger Bits
Russell Jennings Mfg. Co., St. Catharines.

Auto Accessories
Adamson Mfg. Co., Hamilton.
The Carborundum Co., Niagara Falls, N.Y.
Caverhill, Learmont & Co., Montreal.
C. Kloeffer, Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will B. Lane, Chicago, Ill.
Richards-Wilcox Co., Ltd., London, Ont.
The Stanley Wks., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.

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B. J. Coghlin, Montreal.

Babbitt Metal
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Baits, Spoon
The Andrew B. Hendryx Co., New Haven, Conn.

Bale-Ties
J. E. Beauchamp & Co., Montreal.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Bar Clamps
National Machinery & Supply Co., Ltd., Hamilton.

Bar Iron
D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Barn Door Hangers
Allith Mfg. Co., Chatham.
Canada Steel Goods Co., Hamilton.
R. Dillon & Sons, Oshawa.
Richards-Wilcox Co., Ltd., London, Ont.

Bath Room Fittings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.

Belting
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.

Bird Cages
Andrew B. Hendryx Co., New Haven.

Bits
D. Ackland & Son.

Bits, Auger
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St Catharines.

Blacksmiths' Machinery
D. Ackland & Son.

Boilers, Hot Water
Pease Foundry Co., Toronto.

Bolts and Nuts
D. Ackland & Son.
Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Wks., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Braces
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf
Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brakes, Metal Working
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Dennis Wire & Iron Works, London, Ont.
Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Bread Mixers
Landers, Frary & Clark, New Britain.

Brooms
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

Brushes
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.

Builders' Tools and Supplies
Caverhill, Learmont & Co., Montreal.
The Dennis Wire & Iron Works, London, Ont.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New New Britain.
The L. S. Starrett Co., Athol, Mass.

Builders' Hardware
Canada Steel Goods Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
R. Dillon & Sons, Oshawa.
Goodell-Pratt Co., Greenfield, Mass.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
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National Machinery & Supply Co.
Richards-Wilcox Canadian Co., Ltd. London, Ont.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Building Paper
Bird & Son, Hamilton.

Builders' Supplies
Belyea, Walter Winnipeg, Can.

Burlap
G. F. Stephens & Co., Winnipeg.

Burrs
Parmenter & Bulloch Co., Gananoque.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Hamilton.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts, Spring
Chicago Spring Butt Co., Chicago.

Calipers
L. S. Starrett Co., Athol, Mass.

Car Movers
R. Dillon & Sons, Oshawa.
Thos. Pink, Pembroke, Ont.

Carriage Hardware
Samuel Trees & Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
D. Ackland & Son, Winnipeg.

Carriage Springs
D. Ackland & Son.

Cans
Thos. Davidson Mfg. Co., Montreal.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Canada Plates
Dominion Sheet Metal Co., Hamilton.
A. C. Leslie Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Casseroles
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.

Cattle and Trace Chains
McKinnon Chain Co., St. Catharines

Ceilings, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cement
Belyea, Walter, Winnipeg, Can.

Cement, China
H. Nagle & Co., Montreal.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass
North Bros. Mfg. Co., Philadelphia.

Chain Manufacturers
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural
McKinnon Chain Co., St. Catharines.

Chains
B. J. Coghlin, Montreal.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chains, Tire
McKinnon Chain Co., St. Catharines, Ont.

Chair Seats, Fibre
J. E. Beauchamp & Co., Montreal.

Chisels
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns, Hand Power
Cummer-Dowswell, Ltd., Hamilton.

Clippers, All Kinds
American Shearer Mfg. Co., Nashua.

Clothes Pins
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Clothes Driers
Cummer-Dowswell, Ltd., Hamilton.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Clothes Line
R. Bird & Co., Crewkerne, Eng.
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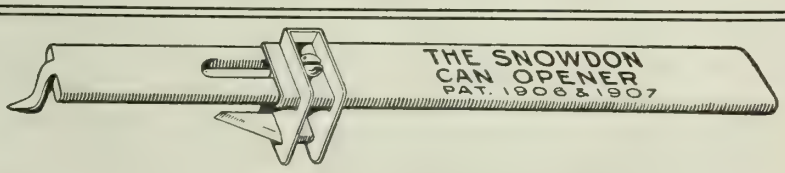

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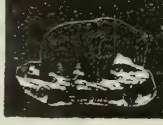

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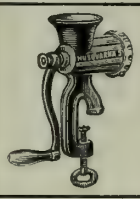

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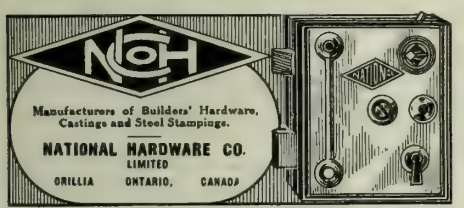

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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The International Nickel Co., New York, N.Y.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Steel Co. of Canada, Limited. Hamilton.
Parmenter & Bulloch Co., Gananoque.

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The International Nickel Co., New York, N.Y.

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Brandram-Henderson, Ltd., Halifax, N. S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son., Montreal.

Oilers
Thos Davidson Mfg. Co., Montreal.

Oil Cake
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Darling Bros., Ltd., Montreal.

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Banwell-Hoxie Fence Co., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co. Hamilton.

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Canadian Consolidated Rubber Co. Montreal.

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Wm. Cane & Sons Co., Newmarket.

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Dougall Varnish Co., Ltd., Montreal.
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Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
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A. Ramsay & Son Co., Montreal.

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Trimont Mfg. Co., Roxbury, Mass.

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Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
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Canada Metal Co., Toronto.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Trimont Mfg. Co., Roxbury, Mass.

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Buck Bros., Milbury, Mass.

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National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

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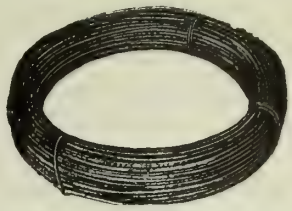

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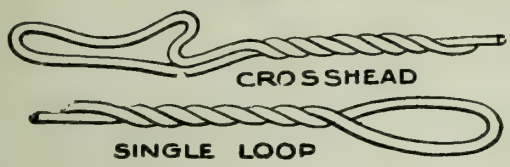

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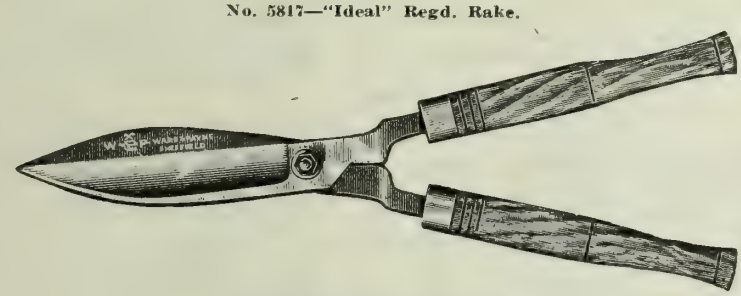

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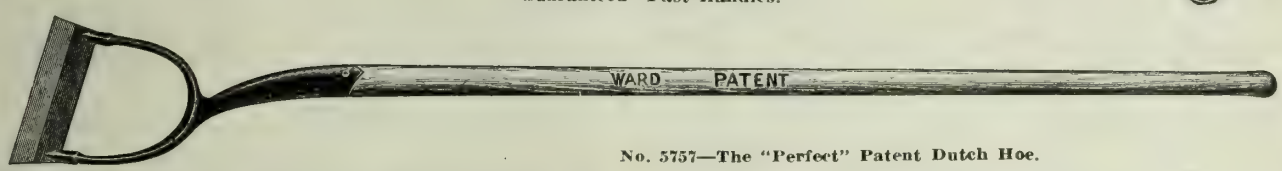

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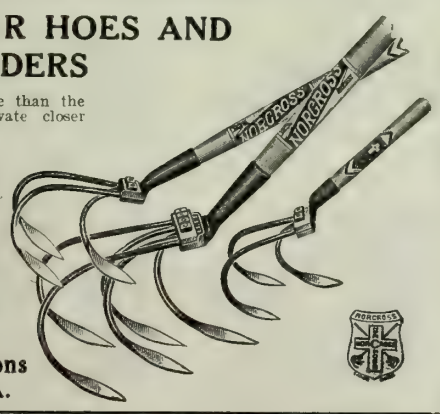

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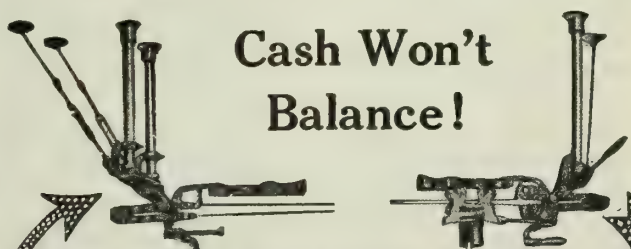

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Buck Bros., Milbury, Mass.

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B. Greening Wire Co., Ltd., Hamilton.
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Millers Falls Co., Miller Falls, Mass.
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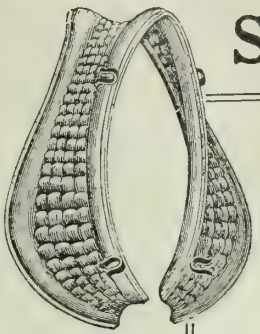

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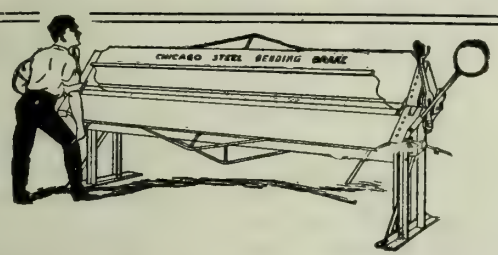

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R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg

Ventilators
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

Vulcanizing Rubber
Adamson Mfg. Co., Hamilton.

Wall Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wallboard
Belyea, Walter, Winnipeg, Can.
Bird & Son, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd., Hamilton.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Wagon Jacks
D. Ackland & Son.
Richards-Wilcox Canadian Co., London, Ont.

Washers
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Waste Baskets
The Dennis Wire & Iron Works, London, Ont.

Washers, Iron
J. E. Beauchamp & Co., Montreal.
Wrought Washer Mfg. Co., Milwaukee.

Water Bowls for Animals
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Whips
Samuel Trees & Co., Ltd., Toronto.

Whisks
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Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., St. John, N.B.
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Walter Woods & Co., Hamilton.

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T. McAvity & Sons, St. John, N.B.

White Lead
Brandram-Henderson Co., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Sherwin Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Steel & Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Products
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
G. F. Stephens & Co., Winnipeg.

Woodenware
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing
Banwell Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Hamilton.
McGregor-Banwell Fence Co., Ltd.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches
Frank Mossberg Co., Attleboro, Mass
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATION VACTION

WANTED—GOOD WINDOW TRIMMER — must have general knowledge of hardware; good opening for the right man. Apply to Mr. Illsey, care of J. H. Ashdown Hardware Co., Calgary.

BUSINESS CHANCES

LET JOHN NEW, 154 BAY STREET, Toronto. sell your business. (4)

FOR SALE—SPLENDID HARDWARE IN best Western Ontario city. Exceptional opportunity for one or two live men. Business can be doubled in short time. Advanced years only reason for selling. Stock about fourteen thousand. Address Box No. 6, Hardware and Metal.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal. under this heading.

STORE EQUIPMENT FOR SALE

HARDWARE STOCK AND FIXTURES FOR sale in Sudbury. For particulars write Box 88, Sudbury, Ont.

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

PAPER BALERS

THERE IS MONEY IN USING AND SELLing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SITUATIONS WANTED

A YOUNG MAN, 16 YEARS' EXPERIENCE in hardware, wholesale, and retail in both eastern and western Canada, will be free to take up new position after Feb. 10th, would prefer position as assistant buyer, assistant manager, manager in retail store, or would accept position as traveller in hardware lines. Apply to Box 425, Hardware and Metal.

EXPERIENCED SALES MANAGER wishes similar position or assistant. Eighteen years' experience in paints, oils, glass, varnishes and hardware. Have special training in mercantile credits. Excellent connection in Western Canada, and can get results. Reply Box 421, Hardware and Metal.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

ARTICLES FOR SALE

FOR SALE—1 NEW SHORE SCHLEROscope, complete with all regular equipment. Pease Foundry Company, Limited, Brampton, Ont. Jct. 4341.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

PARTICULARS OF PROFITABLE SIDEline for anyone calling on hardware or butcher trade in certain parts of Canada. No samples. Eureka Refrigerator Co., 27-21 Brock Ave., Toronto.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

SIGNS AND SHOW CARDS

"WE MADE SIGNS BEFORE WE COULD talk." W. H. Stevenson, Stevenson Building, Toronto.

This space $1.00 per insertion on yearly order.

ESTABLISHED 1849.

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
	Victoria,, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

IN the Spring thousands of farmers turn their halters into bridles by using our

BIT STRAP

How many will you require?

$1.50 doz.

We can deliver by parcel post.

Postage paid if you remit with order.

G. L. Griffith & Son
STRATFORD, ONT.

Want Ads.

Try it out

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

DON'T STOP ADVERTISING.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

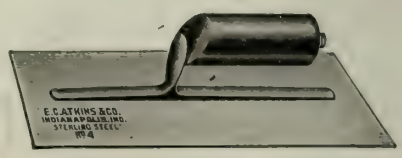
ATKINS SAWS and Trowels

A PERFECT SAW for Every Purpose

The entire line made of **Sterling Steel.** Best possible combination of Quality, Material, Satisfaction and Profit. Covered by our **Money-Back** Guarantee.

Order from your Jobber — or direct from Branch or Factory

Write immediately for complete book on Sterling Steel Saws. (Mention Catalog H.M.)



E. C. ATKINS & CO., **STERLING SAWS MADE IN CANADA**

Factory—Hamilton, Ont.; Vancouver Branch: 109 Powell St.

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

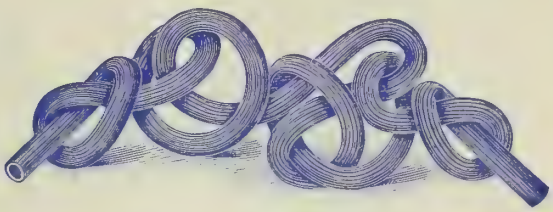
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

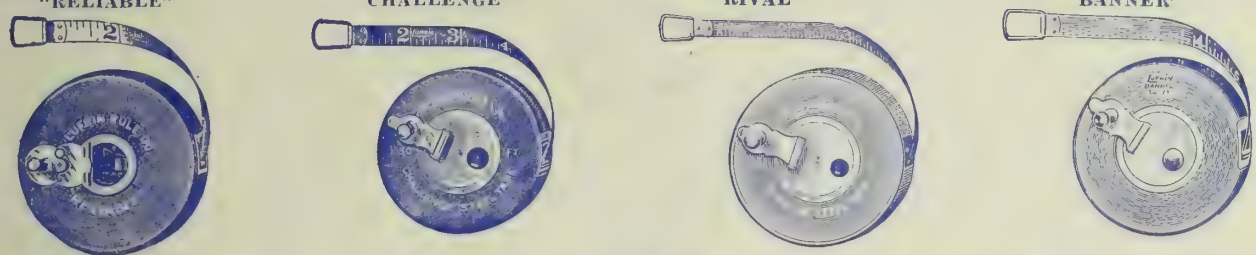


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

"RELIABLE" "CHALLENGE" "RIVAL" "BANNER"



Everybody Knows These LUFKIN Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes. They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue — **THE LUFKIN RULE CO. OF CANADA, LTD.** — Stocked by all jobbers.

WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number Eighty-eight

THE GOLDEN RULE OF THREE.

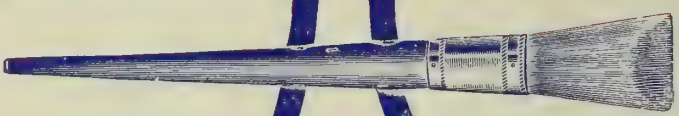
Three things to give—Alms to the needy, comfort to the sad, and appreciation to the worthy. Without getting personal, it tickles us immensely the way the Trade appreciates the quality we put in every "PREMIER" sheet. Your customers will like it, too.

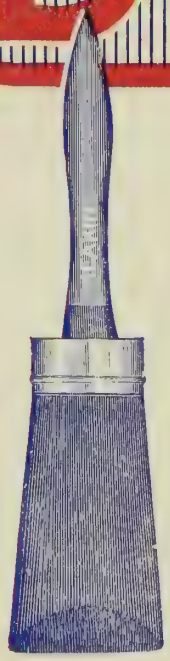
Look for Talk No. 89 next week. **TINKER TOM.**

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

MEAKINS BRUSHES





Give Maximum Value

Dealers sell Meakins Brushes with confidence, knowing that no complaints will be heard from customers —a brush branded with the name Meakins contains full value, honest material, faultless workmanship. Brush users will be completely satisfied with Meakin Quality and Durability.

Never disappoint a customer. Keep our Catalog handy and you will be able to satisfy every requirement.

MEAKINS & SONS

LIMITED

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

HARDWARE AND METAL

Vol. XXIX
No. 7

PUBLISHED EVERY SATURDAY SINCE 1888

Feb. 17
1917

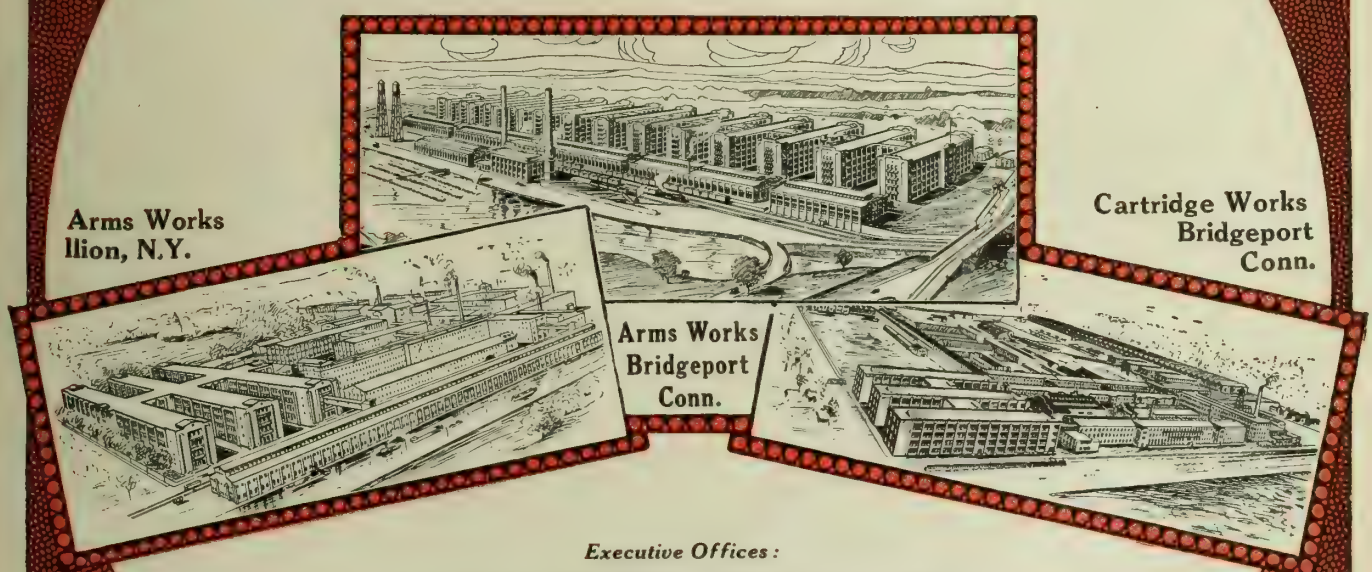
THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

REMINGTON UMC

REMINGTON UMC

The Largest Manufacturers of Fire Arms and Ammunition in the World

The
REMINGTON ARMS UNION METALLIC CARTRIDGE CO., Inc.



Arms Works
Ilion, N.Y.

Arms Works
Bridgeport
Conn.

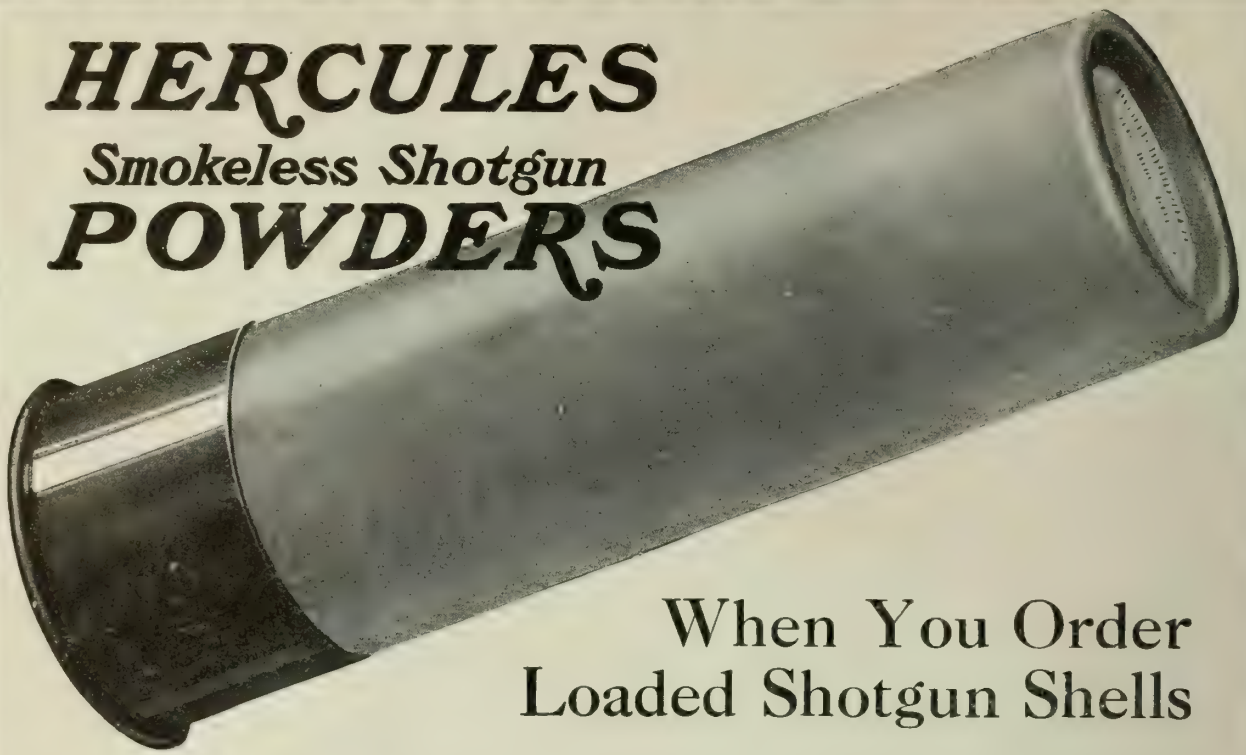
Cartridge Works
Bridgeport
Conn.

Executive Offices:
Remington U.M.C. of Canada, Limited
Windsor, Ontario

Representatives in
Vancouver, B.C. Winnipeg, Man. Toronto, Ont. St. John, N.B.

Remington UMC

HERCULES
Smokeless Shotgun
POWDERS



When You Order Loaded Shotgun Shells

THE fact that you carry in stock some particular make, or makes, of loaded shotgun shells need in no way prevent you from supplying your customers with the justly popular Infallible Powder, one of the Hercules Smokeless Shotgun Powders.

These splendid powders, which are widely advertised and widely used, may be obtained in any standard make of shell.

Undoubtedly the shells you carry in stock are named in the list at the left. The next time you order, specify a Hercules Powder. The cost of the shells will be the same and you will make sure that you are selling your customers as good powders as can be made, in their favorite brand of shells.

If you are not familiar with the advertising service which we give to retail hardware and sporting goods houses it will pay you to drop us a postal asking about it.

Specify Infallible when ordering any of the following makes of shotgun shells:

PETERS
REMINGTON
SELBY
U. S.
WESTERN
WINCHESTER

HERCULES POWDER CO.
7 West 10th Street
Wilmington **Delaware**

Y
YA
YAL
YALE

Padlocks
Door Closers
Night Latches
House Hardware

Every dealer who appreciates the selling value of a line that combines prestige, high quality and easy and certain saleability should stock the Yale line.

The name "YALE" helps make the sale.

THE YALE & TOWNE MFG. CO., 9 East 40th Street, New York
CANADIAN YALE & TOWNE, LIMITED, ST. CATHARINES, ONT.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

Are You Selling Carborundum Sharpening Stones to ALL of Your Carpenter Customers?

THERE are several of the Carborundum Sharpening Stones that should be in every carpenters' tool kit—the Round Combination Stone, the Gouge Stones and the Handy Slip Stones. Carpenters everywhere know of the quick, clean cutting qualities of Carborundum—be sure that you carry a good stock.

Might we suggest a window display of these stones for the carpenter? We have some snappy window display material packed and ready to send you.

Write for Carborundum Display Circular 344

The Carborundum Company
Niagara Falls, N. Y.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

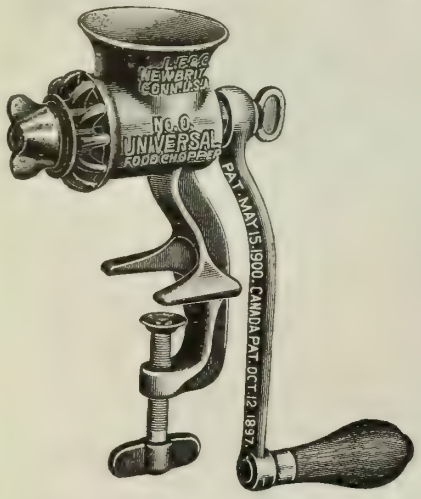
Food Choppers

Are profitable to handle and easy to sell. The constantly increasing demand for the UNIVERSAL is due to its well-known points of superiority—its self-sharpening, self-cutting beveled cutters — its strength and superior construction.

Fifteen years of consistent advertising has made UNIVERSAL Food Choppers known to housekeepers everywhere. It has become the standard chopper.

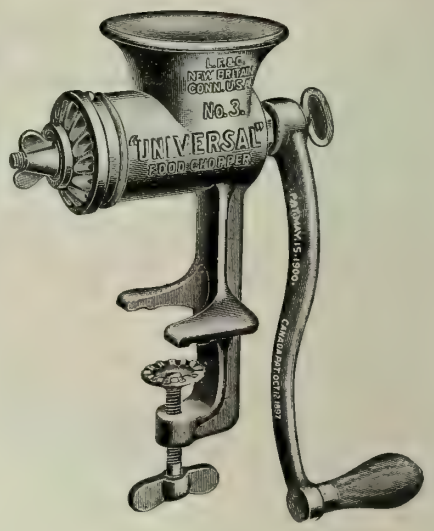
UNIVERSAL Food Choppers are made in four sizes, which allows a choice accommodating any style of housework, from the small family kitchen to the large hotel.

Each chopper is of the highest quality material and is heavily tinned, giving it a bright, clean appearance, which appeals to any purchaser.



No. 0

Smaller than, but capacity equal to, any imitations of No. 1. Tinned. All Parts Interchangeable. Coarse, medium and fine cutters. Capacity, 1½ lbs. per minute. Height over all, 8 in. Diameter of Hopper, 2⅝ x 2¾ in. Diameter of Barrel, 1¾ in.

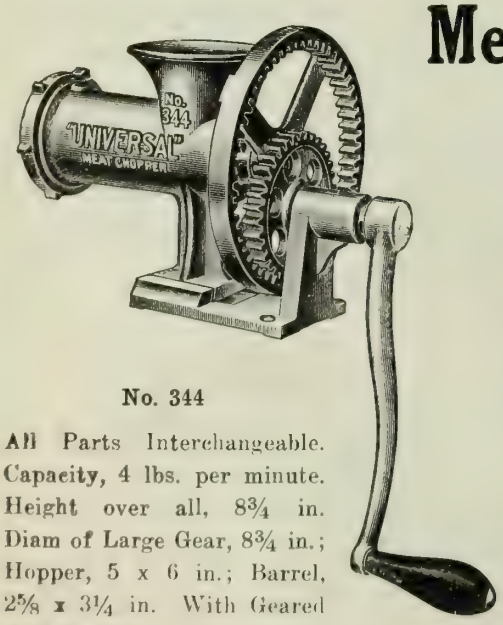


No. 3

Especially adapted for hotel and market use. Tinned. All Parts Interchangeable. Four cutters, very coarse to very fine. Capacity, 3 lbs. per minute. Height over all, 11 in. Diameter of Hopper, 4 x 4⅞ in. Diameter of Barrel, 2½ in. (Stuffing attachment will fit this chopper.)

UNIVERSAL

Meat Choppers



No. 344

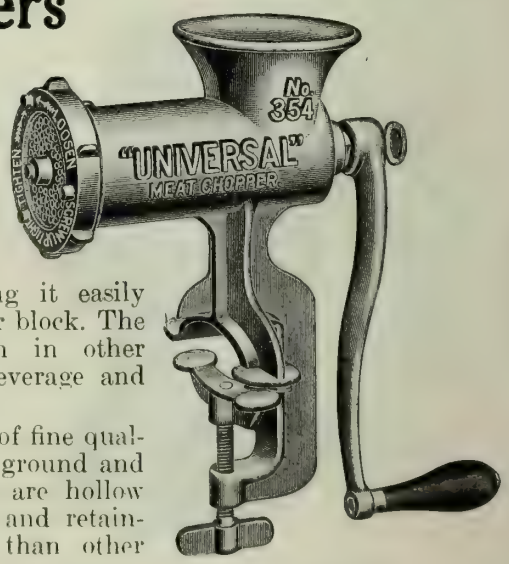
All Parts Interchangeable. Capacity, 4 lbs. per minute. Height over all, 8¾ in. Diam of Large Gear, 8¾ in.; Hopper, 5 x 6 in.; Barrel, 2⅝ x 3¼ in. With Geared Attachment.

We strongly recommend the geared patterns as being the most easily operated Meat Choppers on the market.

Like UNIVERSAL Food Choppers the quality of the castings, knives and plates as well as the machinery and trimming is the best.

Each chopper is made with thumb screw or clamp, making it easily removable from bench or block. The cranks are larger than in other makes, giving greater leverage and requiring less work.

Knives and plates are of fine quality cast steel, uniformly ground and machined. The knives are hollow ground, cutting cleanly and retaining their edge longer than other makes.



No. 354

Largest of the clamp Meat Choppers. All Parts Interchangeable. Capacity, 4 lbs. per minute. Height over all, 15½ in. Diameter of Hopper, 5 x 6 in.; Barrel, 2⅝ x 3¼ in.

LANDERS, FRARY & CLARK
New Britain, Conn.

A. MacFarlane & Company, Montreal
Canadian Representatives.

If interested, tear out this page and keep with letters to be answered.

For the next few weeks we will give you a few reminders on this page; things that it will be advisable for you to buy at once, if you have not already done so. We do not carry the ordinary stock of fishing tackle of a hardware jobbing house. With us it is a separate department, complete in all particulars.

FLOATS TRAPS SWIVELS SINKERS GUT

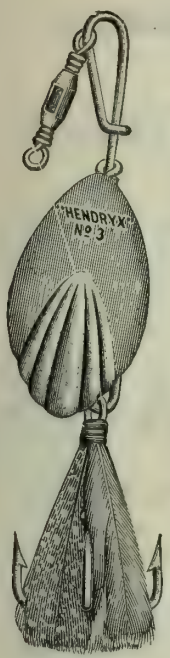
TROLLS REELS

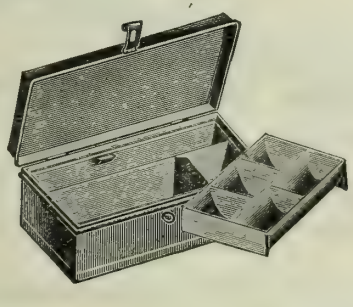
SEINES RODS

NETS HOOKS

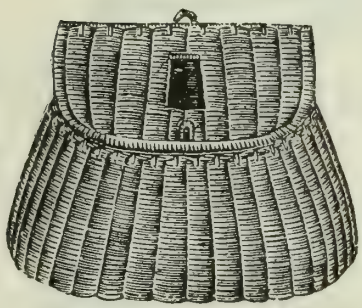
GAFFS BAITS

LINES FLY HOOKS CASTS MINNOWS



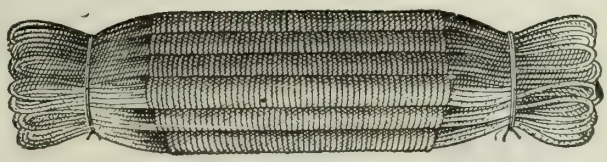


TACKLE BOXES



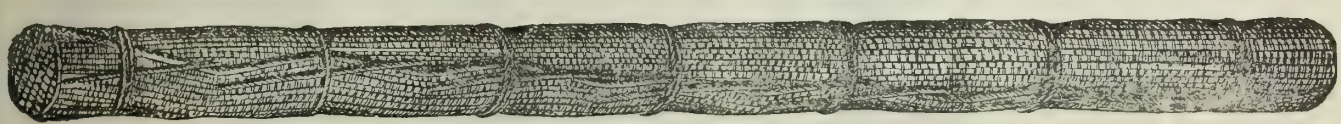
ROD MOUNTINGS

TROUT BASKETS



MINNOW BUCKETS

MINNOW TRAPS



JAPANESE BAMBOO POLES

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

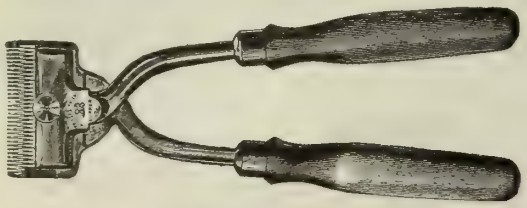
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

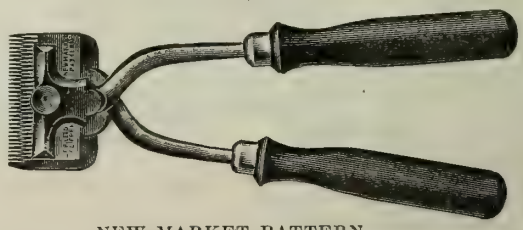
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

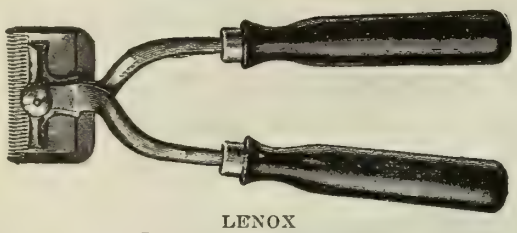
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

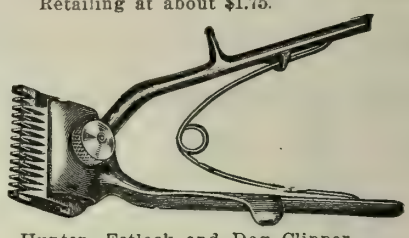


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

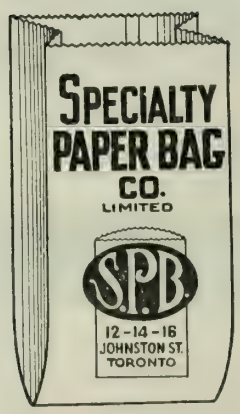
GALT, CANADA

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

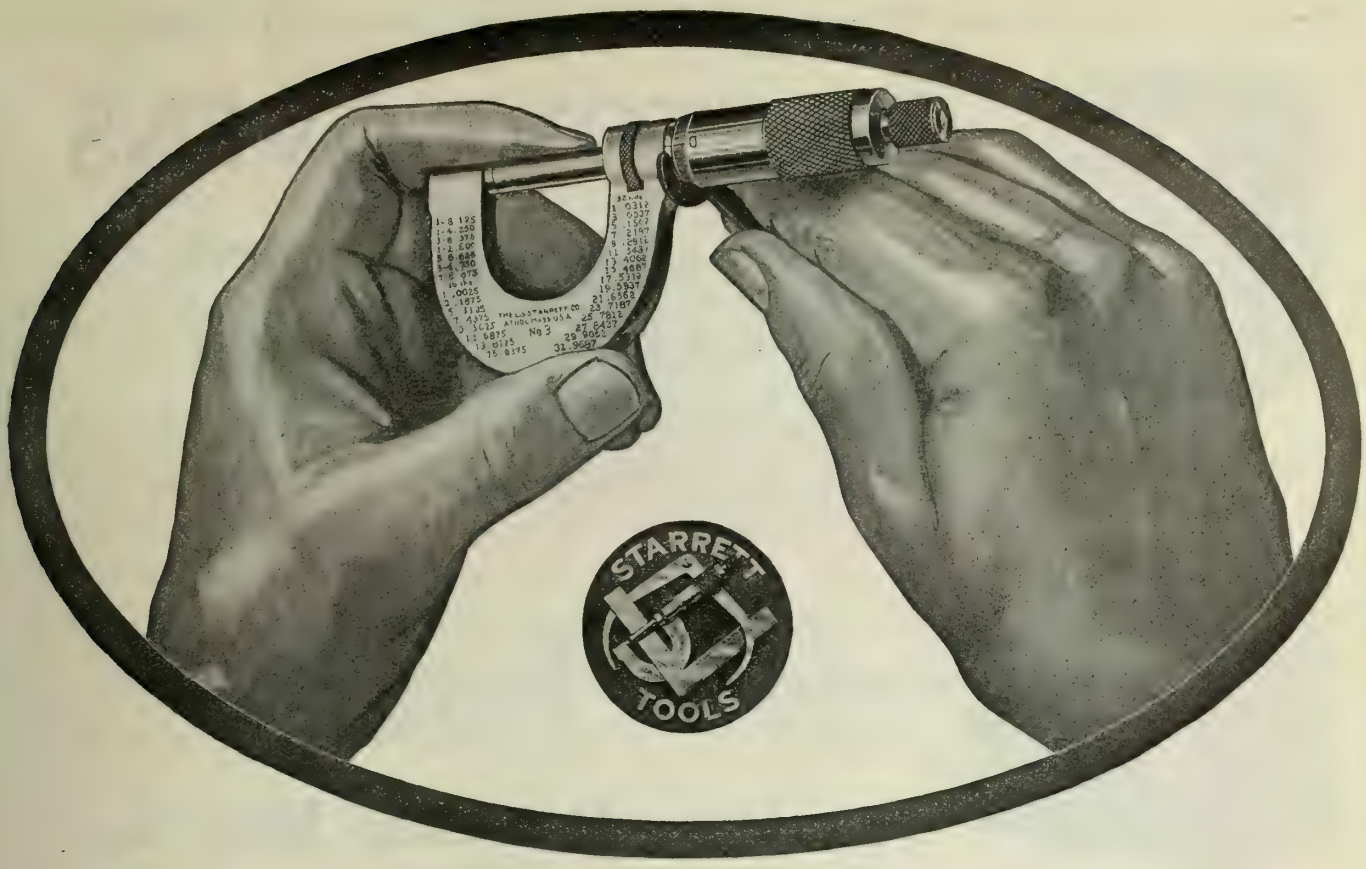
Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.

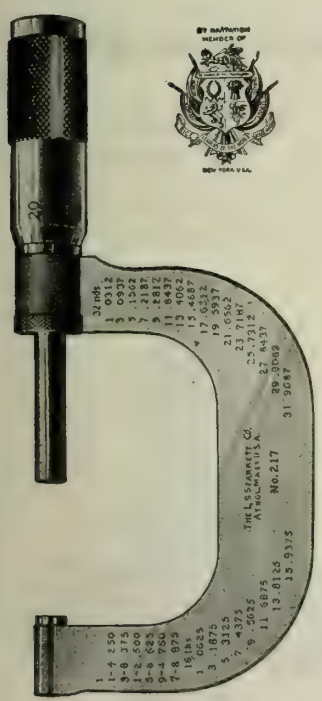
Department M.

12-14-16 Johnston Street, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.



How Long is a "Mike" Accurate ?



All high-grade micrometers are sufficiently accurate when new, but when used for a time wear is bound to show on both anvil and spindle.

A micrometer then is accurate depending upon the frequency of correction for wear. For this reason every micrometer should have an adjustment to compensate for such wear. Some micrometers use the movable anvil method of adjusting but such adjustment takes time and it is often difficult to correct a micrometer exactly because of the varying human element—"feel." With the

Starrett Micrometer

correction may be made in a jiffy and without the use of a test piece and the human element—"feel." No guess work about it. To adjust, simply close the micrometer, insert a little spanner wrench and turn the sleeve until its zero graduation coincides with the zero graduation on the thimble.

The little spanner wrench and the patented sleeve do the trick—no other tools required. With this method the machinist corrects for wear so frequently that there is no question as to how long a **Starrett** Mike is accurate—it is always accurate. All Starrett Micrometers have this simple adjustment.

Write for free catalog No. 21MA, describing this adjusting feature on page 103, and 2,100 styles and sizes of precision measuring instru-ments.

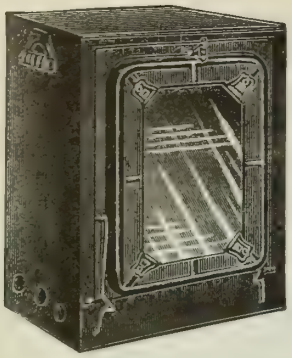
The L·S·Starrett Co·,Athol,Mass·

World's Greatest Toolmakers

42-623

If interested, tear out this page and keep with letters to be answered.

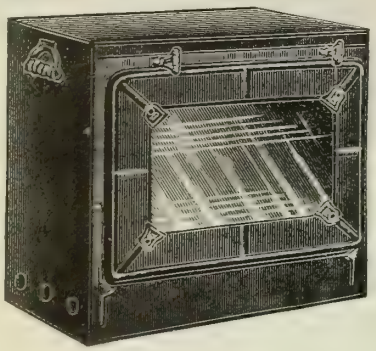
No. 10½.



For One Burner

	Length	Height	Width
Inches	13	18	13

No. 12½.



For Two Burners

	Length	Height	Width
Inches	20	18	12

OIL STOVE OVENS

Black Iron Japanned

Glass Paneled Drop Doors

Glass-paneled Oven Doors are very popular on account of the user not having to open oven door when baking is in progress. The Cooking is always in plain sight. This saves the heat and fuel. When light baking is being done, such as cakes, it saves disturbing contents by jarring the oven.

The Thos. Davidson Mfg. Co.

Limited

TORONTO MONTREAL WINNIPEG

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve

will not equalize, is extremely sensitive and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - - - Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

Good Service

Performance is the real secret of good service.

It is this spirit of performance that is behind our efforts to serve you.

The result is that you can send us your orders confident that they will be considerately filled and promptly shipped.

HOWLANDS SAMSON QUALITY H.S. HOWLAND SONS & CO LIMITED TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE MERCHANTS

TORONTO

HOWLANDS SAMSON QUALITY H.S. HOWLAND SONS & CO LIMITED TORONTO

If interested, tear out this page and keep with letters to be answered.

Municipal Pier A, Los Angeles Harbor
Siding, Skylight Frames and Ventilators of Armco Iron

For Modern Commerce and Industry

Architects and engineers are more and more applying foresight to problems of industrial construction. Do you wish to keep down repair bills and maintenance costs,—to insure long life and minimum replacements,—to make the buildings increase the dividends by saving in operating expenses? Then use Armco Iron.

ARMCO IRON
Resists Rust

This embodiment of modern industrial science is an important factor in all classes of buildings. For roofing and siding, for valleys, gutters, down spouting and metal lath, for tanks (water, oil or gasoline), and for all architectural and engineering purposes calling for lasting sheet or plate metal, Armco Iron is rapidly replacing other materials.

The American Rolling Mill Company
Middletown, Ohio.

AMERICAN ARMCO INGOT IRON

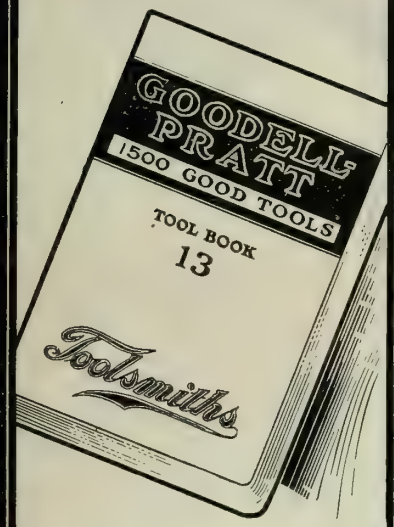
The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Armco Iron Blue Annealed Sheets and Tank Plate, Black, Galvanized, Polished and Special Finish Sheets, Roofing, Pipe and Metal Lath.

Branch Offices at New York, Chicago, Cinc nnati, Pittsburgh, Atlanta, Cleveland, Washington, Detroit, St. Louis and San Francisco.

If interested, tear out this page and keep with letters to be answered.



The

GREATEST TOOL CATALOG

IT IS COMING SOON

The Skilled Mechanic

will accept "Famous Five" files without question, because—

They are hard, which insures long life.

They are sharp, consequently require little effort to use.

They have balance which makes them easy to handle.

Their qualities have been standardized; the mechanic has confidence in them.

It pays to sell them, so specify them when buying. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
AND
GLOBE

Made in Canada by

Order Your Lawn Supplies Early

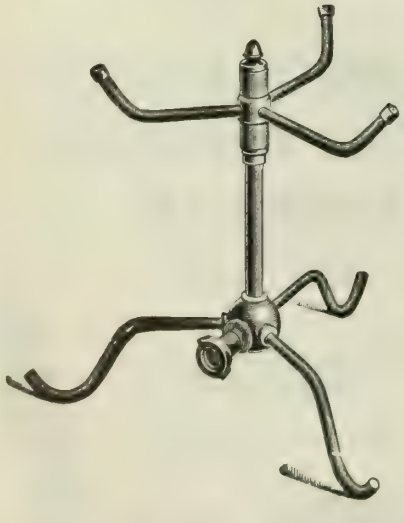
Remember Last Year's Shortage in Supplies

THE WOODYATT High-Wheel Type, Made-in-Canada Mowers are the best for value we know of. Tool-Steel Knives, Long Adjustable Bearings, Four-Knife Cylinder.

THE EMPRESS, same high-grade as the Woodyatt, but with ball bearings.

THE STAR, a good Mower, lower in price.

THE DAISY, our cheapest grade.



GREAT AMERICA, Ball Bearings, our Special High-Grade Mower for large grounds and parks.

Lawn Sprinklers

Hose, Nozzles, Couplings

Hedge Shears, Etc.

Caverhill, Learmont & Co.

MONTREAL

If interested, tear out this page and keep with letters to be answered.

Metal Protection

In any kind of metal construction the element of rust is such a destructive factor that the best protection obtainable is unquestionably the cheapest.

CARTER'S
Dry Red Lead

is the highest standard quality and affords a perfect sealing coat that absolutely protects all kinds of metal from rust and corrosion.

We make Orange Dry Lead and Litharge also Special Dry Lead and Litharge for Color, Varnish and Rubber Makers. Oxides for Storage Batteries and Pottery.

All products are wholly Canadian made.

Quotations sent upon request.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

PUSH TOOLS
with the Millers Falls Selling Service

Make tools an important part of your Spring drive. They mean a good profit in themselves and lead to big business on other things.

We furnish co-operating dealers with handsome window display fixtures that are as handsome as any that can be bought—with window suggestions that apply to your whole business—with advertising matter that features your whole store and with merchandise selling suggestions that are worth thousands of dollars to any live dealer who takes advantage of them.

Millers Falls tools have a reputation of leadership that makes them a great line to sell even without our Selling Service. Together they make a combination that means a big tool selling success.

Whether you sell few tools or many—buy direct or through a jobber—you ought to know about the Millers Falls Service proposition to dealers.

Send for book describing our Dealer Service that tells in detail just how you can obtain our display fixtures and we will include with it our hand book "How to Sell Tools" and sample copies of our monthly dealer paper the "Star" that is jammed full of selling ideas and suggestions.

MILLERS FALLS COMPANY

"Toolmaker to the Master Mechanic."

MILLERS FALLS, MASS.

N.Y. Office: 28 Warren St.

Hand Drill 980 shown at the top is a big seller because it takes drills up to ⅜ and is practically a hand drill and breast drill combined.

The fixture at the bottom is especially good for the center of a window display. Others not shown are a fixture that will hold any small tool and fixtures for lines of braces, hand drills and bench drills.

MILLERS FALLS TOOLS

If interested, tear out this page and keep with letters to be answered.

Order Yours Now
Be Prepared

Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

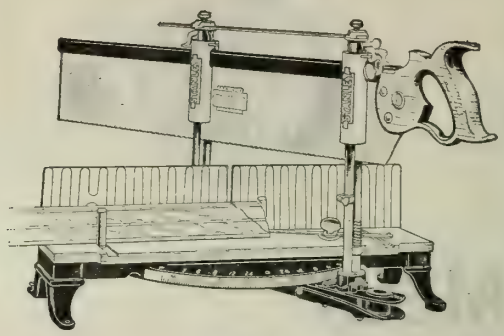
The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA - PA.

Stanley Tools



Stanley Mitre Boxes

MADE IN OUR CANADIAN WORKS

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX.

They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special circular upon request.

ADDRESS ALL COMMUNICATIONS TO

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

A Remarkably Powerfu and Durable Motor

In a recent test it ran continuously for 4,000 hours, which is equal to 25 years of ordinary house service. We do not know of a single London No. 2 washer that is not giving perfect satisfaction. We are selling thousands of them from coast to coast, and we never hear a word of complaint. We believe the motor will outlast the tub on this washer. It is foolproof and guaranteed.

LONDON No. 2 Gearless Water Motor Washer

Made entirely of brass and so cannot rust.

Economical on water. Only 30 lbs. pressure on a water flow of 3 to 4 gals. a minute required to operate it.

Send for catalogue. It will help you make sales to customers.

The London Foundry Co., Ltd.
LONDON, ONTARIO, CANADA

If interested, tear out this page and keep with letters to be answered.

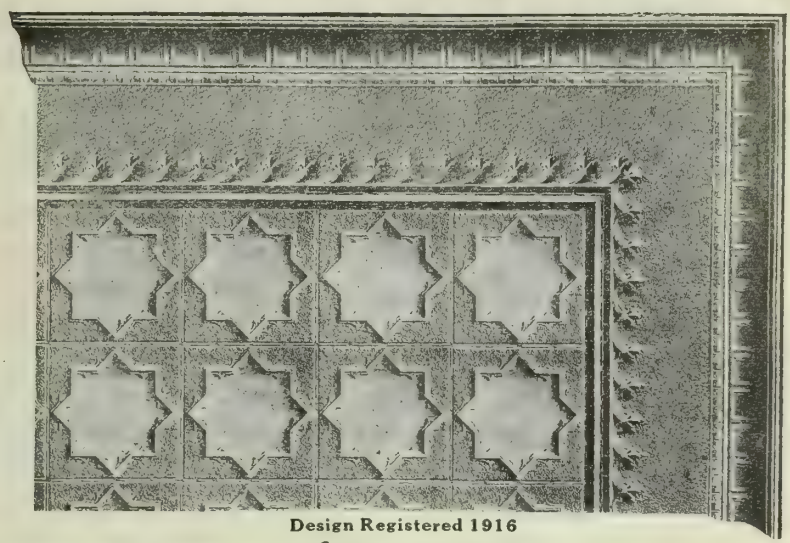
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

They Sell Themselves!

Keep some of our snappy, illustrated, printed, handy matter on your counter and you'll find good, profitable business in "M-R Co." Ceilings and Walls come to you with very little trouble.

Let us send you selling helps and suggestions—To-day.



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

Give your other customers the benefit of the mechanics' judgment

DISSTON SAWS

A recent canvass of hardware stores in more than a third of the States in the Union again verified the fact that the vast majority of mechanics demand the Disston Brand when purchasing saws. The conclusion is obvious.

Progressive hardware dealers are making an asset of this unimpeachable endorsement of quality by recommending, when the choice is put up to them by their other customers, the brand accepted as best by the mechanics.

The advantages to the dealer are numerous. Ease and quickness of sale is one which is immediately apparent. "This is the saw most of the carpenters use," is a great deal quicker and cheaper than long technical comparisons with samples of two or three brands on the counter getting thoroughly finger-marked.

The customer's satisfaction in knowing that the tool he uses is the one the "professionals" use is another factor; and so is the success he has in using it. Both of them build up a confidence in the dealer which leads him back to the store when he needs **other** tools or material.

Then, again, the dealer needs Disston Saws for his mechanic trade. If he serves the rest of his trade with Disstons, too, he does not need to carry a limited assortment of several brands, but can have a **much wider variety of one brand.** All dealers are familiar with the diversity of demands regarding teeth, length, etc., and the advantage of the broader assortment will be readily appreciated.

Profit by the mechanics' preference for Disston Saws. Send for our Booklet of Sales Helps, which shows a few of the ways in which we help the dealers in their sales of Disston Saws and Tools.

Henry Disston & Sons, Ltd., 2-20 Fraser Ave., Toronto, Can,

REG. U. S. PAT. OFF.

If interested, tear out this page and keep with letters to be answered.

Horsemen Need These Articles

You can cultivate the larger patronage of Horsemen, Drivers, and Delivery Men.

The Ventiplex Line gives you wider scope for cultivating horse lovers and owners.

You attract the attention of this class by displaying Ventiplex Shoulder Pads and Saddle Blankets which are positively a preventive and cure for gall sores.

Ventiplex Goods are made of a patented fabric that gives comfort —is very durable and easily washed.

Get the Ventiplex line of horse specialties working for you. It is a profitable line and worth while pushing.

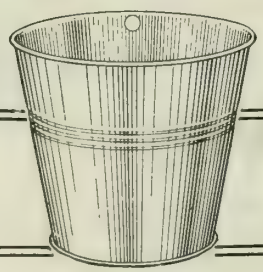
Send for our catalogue, and see how this line will increase sales for you among horse owners.

Order from your jobber. Ask their travellers.

The Ventiplex Line Includes Sweat Pads, Housings, Saddle Blankets, and we have a weather strip that is growing popular.

Burlington Windsor Blanket Co., Limited

793 King Street West, Toronto, Ontario



6 and 10 quarts. **Flaring pattern.**

Sap Pails

Time To Order SAP PAILS

Prompt Delivery if you Book Now.

All Sap Pails punched unless ordered otherwise.

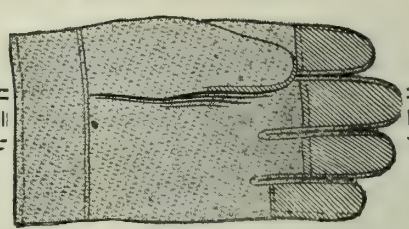
Ask for our prices.

SOREN BROTHERS

545-549 King St. West - Toronto, Ont.

TAPATCO COTTON GLOVES

REGISTERED TRADE MARK BRAND



Sell Without Effort

These Cotton Gloves are their own salesmen and it is a delight to many dealers the way they sell. TAPATCO Cotton Gloves are serviceable gloves—made to stand wear—hard wear—at the same time their appearance is pleasing—Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Our Leatherette-faced glove is a winner—get a sample of it.

Give the TAPATCO Line prominence, it will mean profit and other sales. Order through your jobber.

The American Pad & Textile Co.

CHATHAM, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Appearance plus service—

The two great essentials to quick and easy sales are combined in

Still's Handles

They are made of the best hickory and nicely finished.

We are the largest manufacturers of Axe, Pick, Sledge and Fork Handles, etc., in Canada to-day.

The favorite Brands are: **Empire, Imperial, Peerless** and **Champion.**

If your jobber cannot supply them, write us—we will be pleased to quote you.

J. H. Still Mfg. Co.

ST. THOMAS. ONT.

1835 — JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK U.S.A. — 1917

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

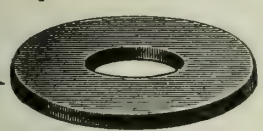
JOHN CHATILLON & SONS

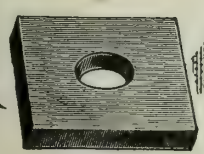
85 Cliff Street **New York City**

Scale Makers Since 1835

Wrought and Steel Plate WASHERS

of all descriptions





Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.

Good Profits in Ceiling Sales

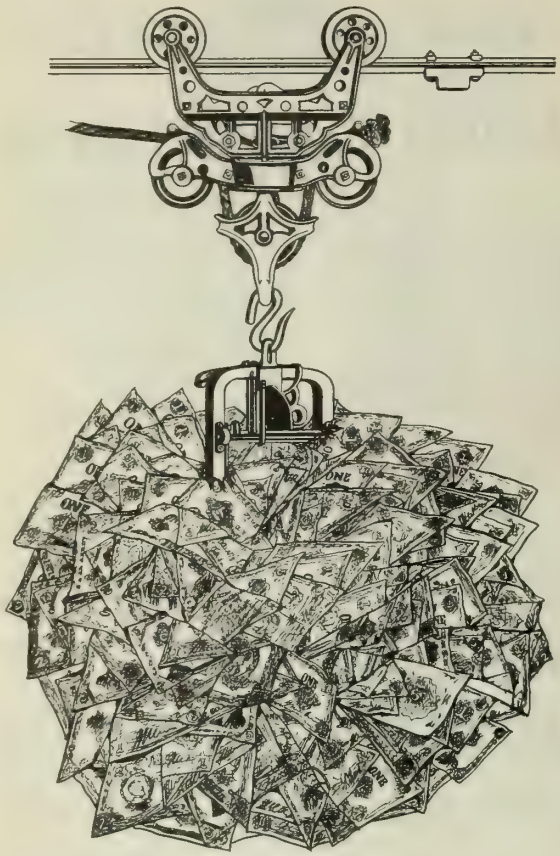
In fact a double profit. Profit on the material and then a profit on the work of your tinsmith in putting up the job. Our extensive advertising is helping to bring you worth-while orders for

PEDLAR'S
PERFECT METAL
CEILINGS
AND WALLS

It is reaching out into hundreds of homes in your locality, arousing the desire to buy. Be ready for the good Spring sales by getting in your supply now. Link up your store directly with the Pedlar advertising. A beautiful dealer Ceiling and Wall Catalogue free to all who want quick turnovers, good profits—double profits—this Spring. Write.

THE PEDLAR PEOPLE LIMITED

(Established 1861)
Executive Offices & Factories: Oshawa, Ont.
Branches: Montreal, Ottawa, Toronto, London
Winnipeg, Vancouver



Profitable Business

There is money in the next crop for you as well as for the farmer. The scarcity of help makes it absolutely necessary for every farmer to have a reliable hay carrier in his barn. Scarcity of help made last year the biggest hay tool season ever known. Dealers who had cars, forks, track, rope, pulleys, etc., in stock made big profits.

Get your stock in now and be prepared for the hay carrier season this summer. Be ready. A farmer will not wait for you to order from the factory when the rush of harvest commences. The dealer who has the stock gets the business.

So order now by mail or through our salesman.

Beatty Bros., Limited

Winnipeg, Man. Montreal, Que. **BT** Edmonton, Alta. St. John, N.B.

Head Office - FERGUS, ONT.

Pumps, Churns, Washing Machines, Pipe, Stable Equipment.

Hay Tools

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,

SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

If interested, tear out this page and keep with letters to be answered.

Are You a Progressive Hardware Dealer?

ANSWER: Yes, if you handle Polarine or Gargoyle Mobiloils

The wide-awake hardware dealer to-day buys and sells what yields him the greatest profit and the largest number of pleased and permanent patrons. Motor accessories and particularly automobile lubricants offer you quick turnover and liberal profits.

Polarine and Gargoyle Mobiloils give you a quick turnover and liberal profit with minimum time and effort on your part, because they are lubricants already well-known to the Canadian motoring public. In addition, they are going to be advertised more extensively than ever in 1917.

Thousands of dollars are going to be spent to help you build up a profitable business on these products.

Polarine, which is now supplied in two grades, called Polarine and Polarine Heavy will be advertised more extensively this year than ever before in newspapers, motoring magazines and farm papers from Coast to Coast.

Gargoyle Mobiloils supplied in four grades for engine lubrication, and sold by a Chart of Recommendations to insure the use of the correct grade, have been sold by us in Canada for some years. These oils will be advertised in the Hardware Trade Press, and the Motoring Magazines during 1917.

The Imperial Oil Company, Limited, offers you the co-operation of extensive dealer helps in marketing both Polarine and Gargoyle Mobiloils. Signs, booklets, circulars, window trims, counter cards, etc., are available to you in pushing these excellent products.

This is your opportunity to join with hundreds of other hardware dealers in the profits, and permanent patrons which will result from your co-operation in the handling of these products.

Please address us at 56 Church St., Toronto, for full information. We shall answer by return mail.

The IMPERIAL OIL COMPANY Limited

BRANCHES IN ALL CITIES

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF **$500** OR ANY MULTIPLE THEREOF.

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA,
OCTOBER 7th, 1916.

THE MINISTER OF FINANCE

REQUESTS

THE PEOPLE OF CANADA TO

BEGIN NOW

TO SAVE MONEY FOR THE

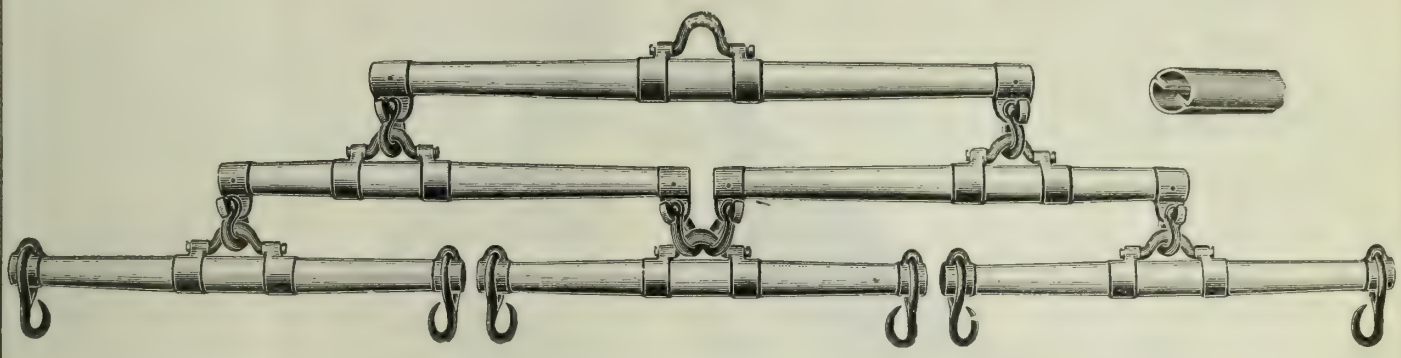
NEXT WAR LOAN

JAN. 9, 1917

DEPARTMENT OF FINANCE
OTTAWA

Hamilton — The Hardware Centre of Canada

Tubular-Steel Wagon Hardware



Whiffletrees, Doubletrees and Neckyokes—in all standard sizes. Well Painted. Ready for Use.

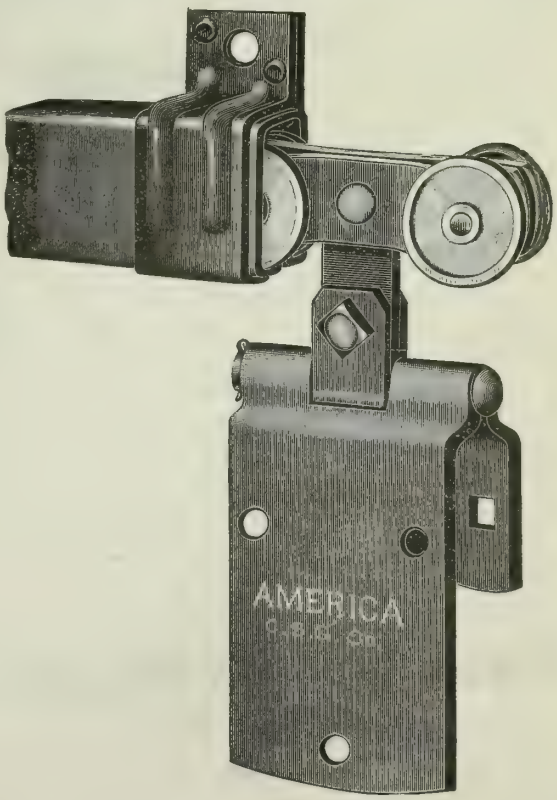
NOT AN EXPERIMENT—A PROVEN NECESSITY

THE MOST POPULAR
THE MOST EFFICIENT
CREATING A "STANDARD"
IMITATED EXTENSIVELY

THE HANGER

that you will eventually stock because your trade is entitled to the best you can get for them.

Prices on application.



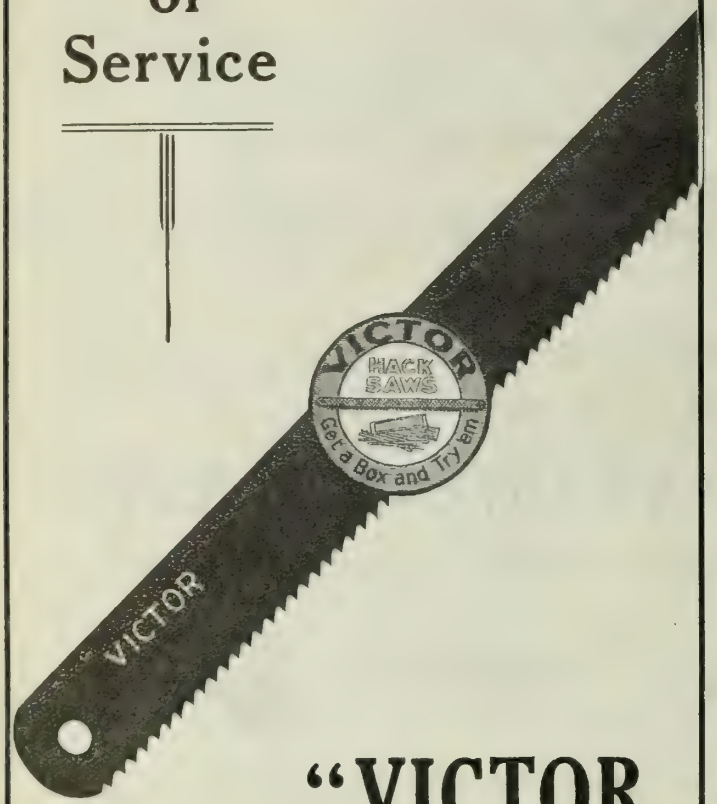
Manufactured by

Canada Steel Goods Co.
LIMITED

HAMILTON, CANADA

Hamilton — The Hardware Centre of Canada

The Saw of Service



"VICTOR Blade CANADIAN MADE"

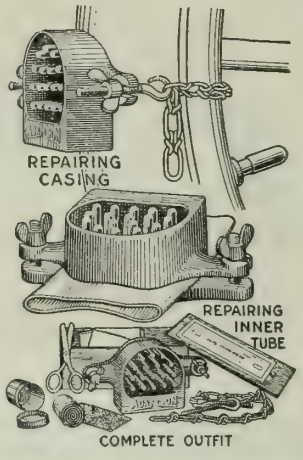
Every size for every purpose.

Victor Saw Works, Ltd.
HAMILTON, ONT.
CANADA

ADAMSON Vulcanizers

Model "U"

FOR TUBES AND CASINGS



The tire is repaired without deflating or removing it from the car.

Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing weight 4 lbs. $3.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

PEERLESS PERFECTION

The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

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We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
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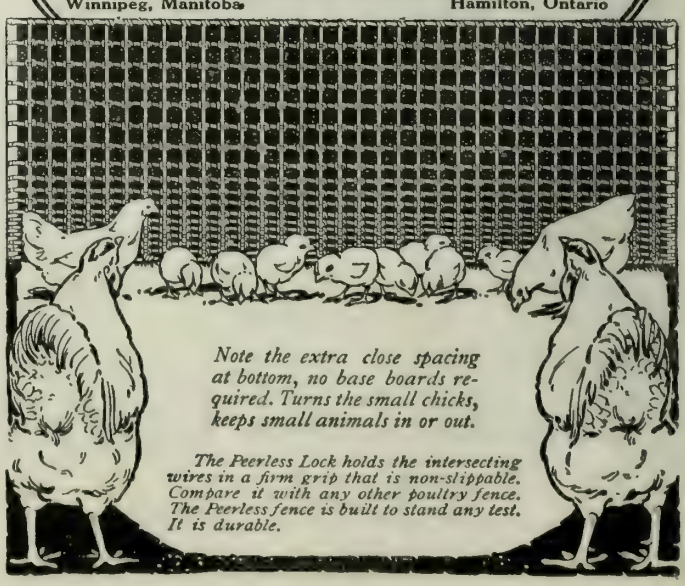


Hamilton — The Hardware Centre of Canada

SLIDING DOOR HANGERS

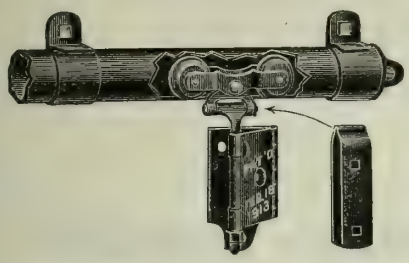
OUR SPECIALTY

Round Track **Round Trolley** **Square Trolley** **Flat Track**

Many Hardwaremen are buying our lines exclusively, as we make all styles, and each style ranks

FIRST

Giving **Service** to your Customers—**Satisfaction** to You—**Repeat Orders** to Us.



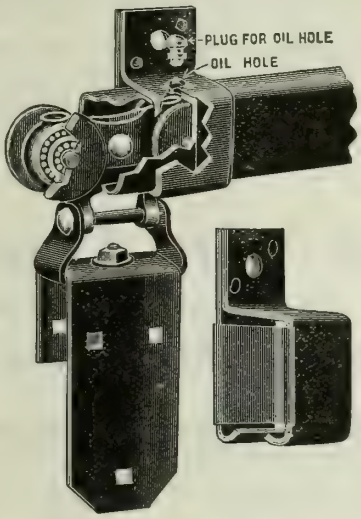
TRACK PERFECTLY ROUND. NO GROOVES. 13 GAUGE STEEL.

THE ALLITH ROUND TROLLEY TRACK

Hangers Made in

Two Styles

- The FLUSH hanger embracing advantages of a Hinged and a Sliding Door. Door Hinges into opening.
- The HASP Hanger, regular sliding door type, door overlaps opening.

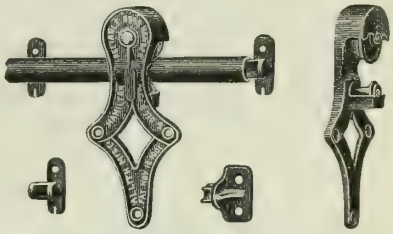


The Allith Square Trolley Track

The Track with the ROUND Grooves—No side scraping of wheels.

TWO STYLES of Hangers, Both having Milled Wheels, Vertical Adjustment, Horizontal Adjustment.

- 1915—The only Trolley Hanger made in Canada. YOU CAN OIL when in track.
- 1914—Similar to 1915 but non-oiler.



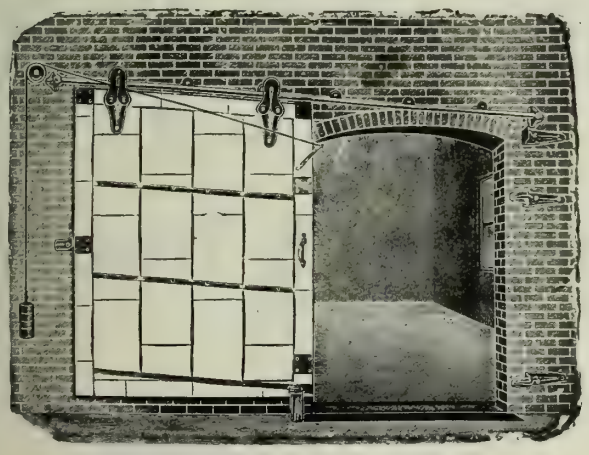
RELIABLE ROUND TRACK

ADJUSTABLE SUPPORTS

Three sizes of Hangers Nos. 1-2-3. Nos. 2 and 3 supplied in parallel tracks. Track Brackets FILL the track—are adjustable—no rivets to work loose. Adjustment of supports always insuring firm hold.

The Easiest Running Hanger on the market.

Has given 12 YEARS of Satisfaction.



Any New Factories

Coming to Your Town

Secure their FIRE DOOR FIXTURES business with

Allith Approved Fixtures

Meet approval of Fire Underwriters.

Give satisfaction to all concerned.

All types—Sliding—Vertical—Swing.

Manufacturers of—Rim and Mortise Lock Sets, Parlor Door Hangers, Approved Fire Door Fixtures, Hardware Specialties.

ALLITH MFG. CO., LIMITED Hamilton

Hamilton — The Hardware Centre of Canada

Your Programme when at the Convention provides "A Trip Through the Frost Wire Drawing and Galvanizing Mills and Fence Factory."

Do not miss this opportunity of getting inside information regarding wire and wire fences. You can see and have explained how wire is drawn and galvanized; and how it is woven into fence. Also a great many other uses for it. You'll see the manufacture of gates and iron fences.

An interesting write up, of this visit to our factory, will be given in the first issue of "HARDWARE AND METAL." Watch for it.

Frost Steel and Wire Company, Limited

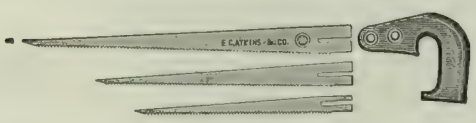
Wire Fence and Manufacturers' Wire Supplies

HAMILTON, CANADA

ATKINS

A PERFECT SAW for Every Purpose

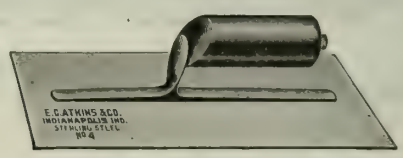
SAWS and Trowels



The entire line made of **Sterling Steel.** Best possible combination of Quality, Material, Satisfaction and Profit. Covered by our **Money-Back** Guarantee.

Order from your Jobber — or direct from Branch or Factory

Write immediately for complete book on Sterling Steel Saws. (Mention Catalog H.M.)



E. C. ATKINS & CO., STERLING SAWS MADE IN CANADA

Factory—Hamilton, Ont.; Vancouver Branch: 109 Powell St.

Hamilton — The Hardware Centre of Canada

Quality

THE leader in every industry, to maintain his lead, must safeguard the quality of his products.—Rigid inspection and careful supervision are important factors.—To products of iron and steel this principle applies with tremendous force.—It means safety, security and stability.—We safeguard the quality of our products, believing quality will be recognized long after the price is forgotten.

Service

OUR customers must be served. One of the dominating factors in any successful business is Service.—We succeed only through the good will and good wish of the people we serve.—This thought permeates our entire Organization, from the President down.—Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON - - MONTREAL

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The Burrow, Stewart & Milne Company, Limited, extend a hearty invitation to all Hardware Dealers attending the Convention to visit the Home of Jewel Stoves and Ranges and Imperial Standard Scales.

WASTE PAPER

is worth $13.00 a ton

Bale and sell it! If you have any waste paper or other scrap you need a CLIMAX STEEL BALER. This handy little machine sets in any out-of-the-way corner, and will earn money for you every day. Packs waste paper and other scrap in compact, wire-bound bales ready for the waste paper dealers, who are eager to purchase at $13.00 a ton—a price which will soon pay the cost of the CLIMAX.

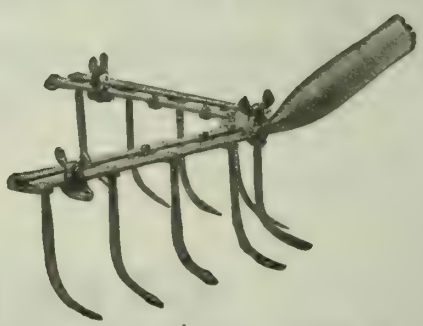
Don't Throw Away Money

Bale your waste in a CLIMAX, which is all steel and "Fire-proof"—will actually reduce your fire risk. Made in 12 sizes. Full particulars on request. Thousands now in use. Write

Climax Baler Company

Emerald and Burton Sts., Hamilton, Ont.

The PULL-EASY TRADE MARK Garden Cultivator



IT IS ADJUSTABLE TO ANY WIDTH ROW

This handy garden tool can be used both as a rake and a weeder. Patented slide grooves, secured by thumb screws—allows a width adjustment varying from seven to eighteen inches. When plants are young, middle tooth can be removed, the plants straddled and two rows worked at once. Weighs but four pounds. Indispensable about the yard or garden.

Canadian Representatives: John B. Keeble & Co., 53 York St., Toronto.

For Sale by all Leading Canadian Jobbers.

THE PULL-EASY MFG. CO.

110 Barstow Street **WAUKESHA, WIS.**

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LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

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HAMILTON, CANADA

Montreal Agent: W. L. HALDIMAND, Jr.

Western Agents: BISSETT & WEBB, Winnipeg.

British Columbia Agents: E. A. EARL & CO., Vancouver

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Wrapping Papers
Twines
Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—LittleWork, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Style "A"

Made only by

Cummer-Dowswell, Limited
Hamilton, Ontario

Hamilton — The Hardware Centre of Canada

Ideal Silver Cream

It will clean more silverware in less time, with less expense, than any other preparation made. "Ideal" is not an electro-plating preparation; removes nothing but the dirt, leaving the silverware like new. Put up in eight and eighteen-ounce bottles, packed three dozen in case.

Satin Gloss Harness Dressing

A self-shining dressing of exceptional quality for use in finishing new and old harness, and also the best dressing for general use. It is the blackest and produces a beautiful soft, satin gloss finish, for buggy tops, saddles, fly nets, trappings, etc. Especially adapted for bench work. Put up in cans, kegs and barrels.

Very Best Stove Pipe Enamel

It's a Union Japan and is superior to any stove pipe varnish where quality, quantity and price are taken into consideration. Put up in half-pint and pint bottles, with cop and brush.

RE-NU-AL Wood Polish is not a varnish nor does it leave any coating on the surface, merely removes the dirt and brings the original finish back to the varnish. Removes scratches or burnt spots and will clean any varnished wood-work from the cellar to the attic better and with less labor than other preparation.

When it comes to *Blacking Enamels and Rubber Cement* you cannot make a better step than buying from us. We say this with confidence because our goods have always given the best of satisfaction, and they pay a very substantial profit.

Send us a trial order now.

Klondike Metal Polish

The Monarch of all polishes; imparts a brilliancy to all kinds of metal. It will clean quicker and leave a brighter finish than any other. Made in black and white.

Domestic Specialty Company
LIMITED

Hamilton, Canada

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DS Co

Hamilton — The Hardware Centre of Canada

D.S.C.

Bright Light Stove Polish

Bright Light is prepared from the best English lead and Japan which produces a brilliant lasting polish that will not speck nor turn white. Put up only in our patent box to protect the fingers from coming in contact with the paste.

Every box is hermetically sealed, so that the polish will not dry out. Packed in quarter gross cases.

Works wonders in sales for the merchant and satisfaction for the user. Is the best known protection for furs and clothing. Unexcelled for killing odors from garbage cans and repelling flies. Try this quick seller.

K. A. G.

(KILLS ALL GERMS)

DISINFECTANT

Odorless Jet Enamel

for Stove Pipes

Will not burn off. One coat will give a beautiful ebony finish; dries quickly and will preserve stove pipes from rusting. Especially adapted for registers, grates or iron where a high finish is required. Put up in six-ounce bottles, handsomely labelled, with cork neatly dipped makes an attractive package. Packed 3 dozen in a case.

Best Harness Oil Dressing

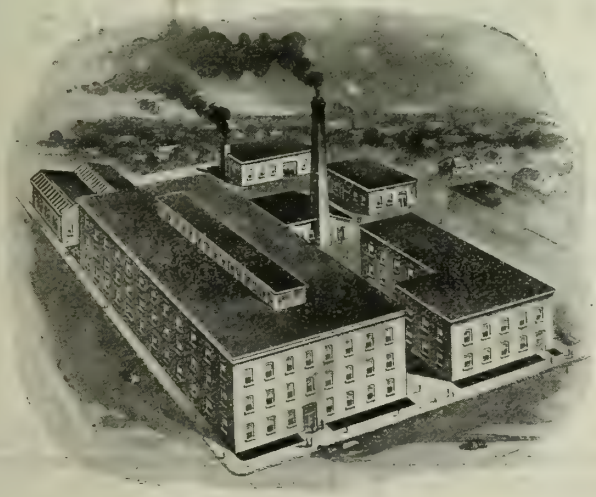
Is a paste combination of Neatsfoot and Wax so blended as to give a waterproof that will keep the leather soft and pliable. Put up in pound tins, handsomely lithographed. Packed three dozen and one dozen wood cases.

Eagle Rubber Cement

Is recognized by all dealers as being superior to any rubber cement (except our D. R. C. Brand), and is handled by all dealers in such large quantities that we are able to sell it at a price which, considering quality, defies competition. Put up in all styles.

Staon Stove Paste

Is a compound made from pure Ceylon lead, gives an excellent black shine that will stand over eight hundred degrees of heat without burning off. Put up in penny lever tins, straight sided, so that the polish may be removed very easily without waste. Attractive package, three-color lithographed varnish label. Packed 3 dozen in wood case.



DOMESTIC SPECIALTY COMPANY, LIMITED

HAMILTON, CANADA

All hardware men attending the convention are welcome to call at our office and see the samples.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

For more than half a century we have been manufacturing rubber goods of every description. We have learned to know "what's what" in rubber goods for the Hardware trade and can satisfy every demand from whatever source it may come.

Fruit jar rings or garden hose, doormats or auto tires, no matter what the rubber need may be, you are guaranteed reliable quality when it bears the mark or brand of the Dominion Rubber System.

Back of all is the attention we give to prompt and satisfac-factory deliveries. In that respect, we have a service that is not equalled within your reach.

Put us to the test. Write our nearest branch and see how we aim to please and serve the trade.

Canadian Consolidated Rubber Co. Limited

Head Office - MONTREAL, CANADA

Service Branches at —Halifax St. John Quebec Ottawa Toronto
Hamilton Brantford London Kitchener North Bay
Fort William Winnipeg Brandon Regina Saskatoon
Calgary Edmonton Vancouver V toria

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, FEBRUARY 17, 1917 No. 7

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CONVENIENCE was the chief consideration when this garage was planned. The interior is well lighted and well equipped, and the car-entrance is made both sightly and satisfactory by the use of

Stanley Garage Hardware

The doors are swung on Stanley Garage Hinges No. 1457 and provided with Stanley Cremone Bolt No. 1052. They open and close easily, lock securely, and are weather-tight. And they do not, like sliding doors, have tracks or other parts that are apt to become clogged with snow or dirt. Stanley Garage Door Holders No. 1774 keep the doors from slamming while the car goes in or out.

YOUR customers who build garages are in the market for Stanley Garage Hardware. The Stanley Works will supply you with everything you need for demonstrating and displaying this profitable line. Write to-day for the Stanley Garage Hardware Catalog R-23, and the booklet, "Selling More Stanley Garage Hardware," which illustrates and describes the selling helps with which we will supply you.

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Canadian Representatives: A. Macfarlane & Co., Coristine Building, Montreal

CANADA

Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thorough and uniformly galvanized. This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

If interested, tear out this and keep with letters to be answered.

[Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, FEBRUARY 17, 1917 No. 7

When Retailers Need Revenue Stamps

Ignorance of War Revenue Act Among Merchants Leads to Fines or Needless Use of Stamps—What "Patent Medicine" Really Means—When "Soap" Must be Stamped—Law on "Perfumery"—Talcum Powders, Stock Foods, Extracts, Etc.

Exhaustive Review of the War Revenue Act

IT is almost as annoying, though not so expensive, to affix war revenue stamps when they are not required, as to fail to affix them when the Act says you must.

A hardware merchant has been sticking on a 1-cent inland revenue stamp on every cake of shaving and other soaps he sold over his counter. He was making a complimentary offering to the Dominion treasury.

Another hardware merchant, in ignorance, sold medicated stock foods without affixing the stamps. His contribution afterwards was compulsory,—not complimentary,—$50 and costs.

A third hardware merchant sold some talcum powder without a revenue stamp, and the man who laid the information received one-half the $50 fine.

These three incidents coming before HARDWARE AND METAL this week have called forth the article that appears herewith, explaining in detail the "War Revenue Act," as a safeguard to hardware merchants, all over Canada, who may be making involuntary contributions in the shape of stamps or fines.

The penalty for neglecting to affix a stamp, or neglecting to cancel it, at the same time, is not less than $50, and not exceeding $250.

Thousands of Articles Taxable.

First of all we would explain that an attempt was made by HARDWARE AND METAL to secure from the Inland Revenue Department an itemized list, in alphabetical order, that would be an absolute guide to the retail merchant, but none such has been compiled, the explanation being that this would contain thousands of names.

The Act, taken broadly, requires the stamps to be offixed to the following four classes of goods:

(a) A proprietary or patent medicine.
(b) Perfumery.
(c) Wine of the grape, or non-sparkling; or
(d) Champagne or sparkling wine.

Of these, of course, the first two classes will be of main interest and importance.

One Cent for Every 25c. Value.

The first point to note in connection with these two classes is that a one-cent stamp is to be affixed on goods whose retail price, for each bottle or package, is twenty-five cents or less, and one cent extra for each twenty-five cents or fraction additional. Thus a package selling for 40 cents would call for 2 cents in stamps; a 65 cent line, 3 cents; a $1.35 package, 6 cents, and so on.

What is a "Patent" Medicine?

Next comes a point that has puzzled many merchants—what constitutes class 1, a "proprietary or patent medicine."

Roughly speaking, this phrase includes all medicinal preparations, bottled or packed ready for sale, in the preparation of which the maker claims to have any "formula" or "secret art," or claims any exclusive right to the same, or prepares it under letters patent or designates it by a trade mark, or if prepared in accordance with any formula, is recommended to the public by the makers or vendors as a remedy or specific for any disease or affection of the human or animal body.

A distinction comes in here between goods that are brought out by an individual or under a special name, and general medicines, such as can be prepared by any chemist or doctor or druggist, as the case may be. These are not taxed. As the Act reads: "Proprietary or patent medicines includes pills, powders, tinctures, syrups . . . , but **does not include any medicinal preparation or composition recognized by the British or the United States pharmacopœia or the French codex as officinal.**"

Castor Oil, Cascara, etc., Exempt.

Thus castor oil, cascara, court plasters, seidlitz powders, vaseline, zinc ointment, and similar "general" remedies, as we may term them, are not subject to the war stamp. An itemized list of these is given here.

THE TARIFF.

Article.	Stamp of the Value of
(a) A proprietary or patent medicine, or (b) Perfumery the retail price for each bottle or package thereof being—	
Twenty-five cents or less	One cent
more than twenty-five cents— for each twenty-five cents and in addition for any fractional part of twenty-five cents	One cent
(e) Wine of the grape, non-sparkling, each bottle or package containing—	
one pint or less	Three cents
one quart or less, but more than one pint	Five cents
a quantity greater than one pint— for each quart and in addition for any fractional part of a quart	Five cents
(d) Champaigne and sprakling wine, each bottle or package containing—	
one half pint or less	Thirteen cents
one pint or less, but more than one-half pint	Twenty-five cents
a quantity greater than one pint for each pint and in addition for any fractional part of a pint	Twenty-five cents

A point of explanation is required here. The merchant may remark: "Yes, I know I can sell castor oil or epsom salts, as such, without a tax, but what about Smith's Castor Oil; and Reynold's Epsom Salts?"

When Maker's Name Can be Used.

This has been cleared up since the Act was passed, HARDWARE AND METAL was informed by a leading member of the executive of the drug men, Mr. George E. Gibbard:

"I went down with others on just this question and found that if a certain 'make' of castor oil was put on the market, say 'Smith's,' and there appeared on the label these or similar words, 'In accordance with the British Pharmacopoeia,' the product was not taxable." In other words, it would not be a special remedy, but made under a generally recognized formula, and so would be exempt.

Of course, a patent medicine composed of certain drugs mentioned in the Pharmacopoeia is not thereby exempt, but is taxable.

When Soap is a "Patent Medicine."

Some further particulars as to just what other articles come under the heading of "patent medicines" will be of help here.

"When is a soap a patent medicine?" has been asked.

When it is represented as possessing curative properties; when it is "medicated."

"It depends practically on the label on the soap," explained an Inland Revenue official to HARDWARE AND METAL. "If the soap is for toilet purposes only, an ordinary washing soap it is not taxable. If there are medicinal properties claimed for it, such as in the case of 'Cuticura,' for example, it must pay the tax."

Or as the Act reads: "Medicated soaps when advertised as such become patent medicines under sub-section 4 of sub-section 14."

Other Items in "Patent List."

Other articles coming under the head of patent medicines are:—

Conditions Powders
Veterinary Liniments
Medicated Stock Foods
Cough Drops
Talcum Powders
Animal Poisons
Camphorated Chalk
Styptic Pencils
Headache Powders and Wafers
Carbolic Salves
Liquid Rennet
Eyebrow Pencils
Grease Paints
Green Soap
Anti-Kamnia Tablets

In addition, disinfecting fluids and powders, if used as remedies or specifics for any disease or affection affecting the human body, are subject to the war tax.

Absorbent gauze and cotton, if medicated, must pay the tax.

Medicated wines, such as Wilson's Invalid Port Wine, are taxable.

ARTICLES NOT SUBJECT TO WAR TAX.

Absorba Corn Pad
Acetophen (is equivalent of aspirin)
Acetysalicylic Acid
Aloin
Ammonia Water
Angosture Bitters
Animal Food (unmedicated)
Aspirin
Baby Foods
Beef, Iron and Wine (if sold as defined in Pharmacopoeia)
Belladonna Plasters (sold as such under no special marker's name)
Belladonna Tablets
Bird Seed
Bismuth Tablets (sold as such)
Blaud's Pills
Blue Ointment
Bona Fide Flavoring
Boracic Acid (if of composition defined in Pharmacopoeia)
Borax (if of composition defined in Pharmacopoeia)
Bunion-reducer
Bunion-right
Calomel and Sodium (bicarbonated tablets)
Camphorated Oil
Carbolic Acid
Cascara
Castor Oil
Cements
Charcoal Pepsin
Court Plasters
Cream of Tartar (if of composition defined in Pharmacopoeia)
Dalley's Castor Oil
Dalley's Epsom Salts
Dalley's Sulphur
Dyes
Epsom Salts (as defined in Pharmacopoeia)
Filling, Gold and Silver (not being proprietary medicine used by dentists)
Flavoring Extracts
Fluid Magnetic
Foods, such as:—
Hollick's Malted Milk
Nestle's Food
Saskett's Food
Fruit Syrups
Ginger Tablets
Ginger Wines
Glycerine
Glycerine Suppositories
Grape Juice
Herbageum
Hoof Oil
Hydrogen Peroxide
Imperial Granum
Insect Powders
Italian Castor Oil
Lifebuoy Soap
Lime Juice
Lime Juice Cordial
Liquid Peptenoids
Louse Killers
Lozenges (linseed, licorice, chlorodyne)
Lythia Tablets
Magnesium Sulphate
Malt Extracts
Malzinose
Milk of Sulphur (if complies with Pharmacopoeia)
Moth Balls
Olive Oils
Opaline
Pedico Foot Soap
Petrolatum
Petroleum Jelly
Phenol
Plasters (adhesive, bunion, corn, court)
Precipitated Sulphur
Seidlii Powders
Soda Bicarbonate
Soda Phosphate
Spirits of Nitre
Strychnine
Sugar Milk
Sulphate of Quinine
Sulphur (if of composition defined in Pharmacopoeia)
Tincture of Iodine
Toe Right
Toe Flex
Tooth Soap
Turpentine
Vaseline
Vermouth Wines
Virol
Water Glass
Zinc Ointment

A peculiar distinction is made in regard to doctor's prescriptions—if composed of patent medicines alone they are taxable; if composed of both patent medicines and other ingredients, they are exempt.

Exempt From Taxation.

Among the goods that are exempt are the following:

"Extracts intended solely for culinary purposes."

"Bovril, Oxo, Steero and Virol, if not medicated, and, therefore, used simply as a food."

"Perfumery"

COMING now to the second large class of taxable lines, perfumery, the Act defines it thus:

> "(iii) 'Perfumery' includes alcoholic and non-alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, hair oil, tooth and other powders and washes, pomatums, pastes and all other preparations used for the hair, mouth or skin."

A further clause referring to "creams, etc.," reads:

> "Cold creams, pomatums, tooth paste and powder, massage creams, and all other toilet articles used for the mouth and skin, and also hair dyes, tonics and oils, bay rums, etc., are subject to the war tax."

"Talcum powders" usually included with "toilet articles" and are classed under "patent medicines" in a list given previously.

Reference has been made to "medicated" soaps. All others, "whether in solid, liquid, powder or paste form," coming under the definition of perfumery, are exempt as "toilet articles."

An interesting point crops up in the case of perfumes: "Packages of perfumes taken from a bulk package must be stamped at the time of sale."

Special Clauses in Act.

Some special clauses in the Act should be noted:

RETAILERS are required to affix the stamps themselves. "They may or may not add the amount of the stamp to the price of their goods, as this becomes a business proposition as between themselves and their customers."

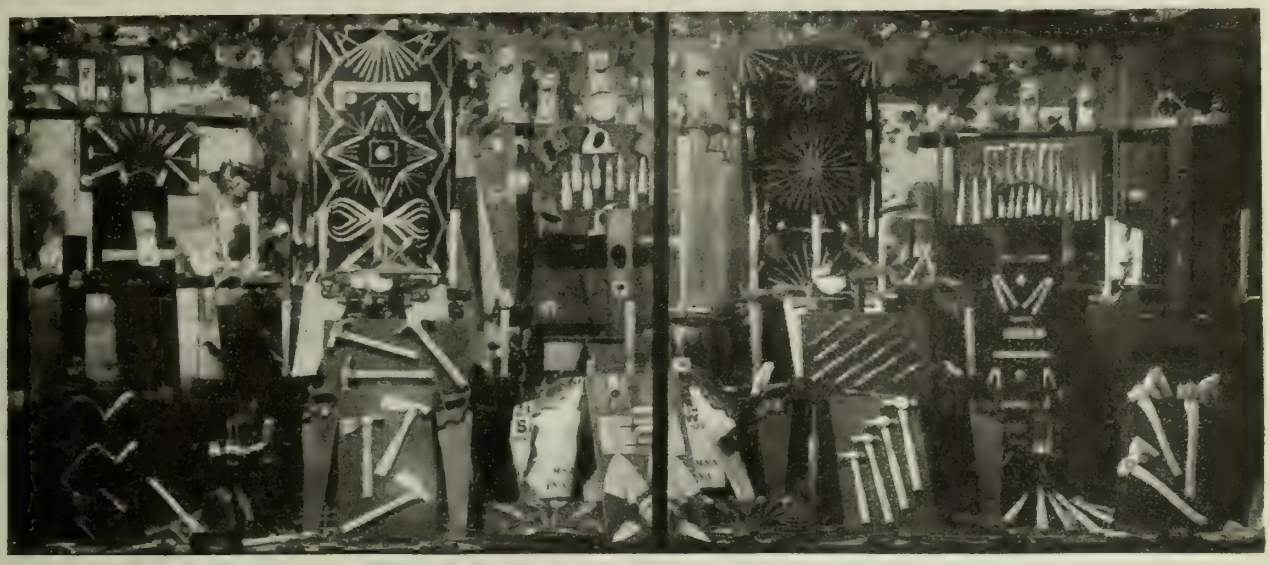
SAMPLES of articles given away without charge are not subject to the war tax.

DENTISTS.—"All proprietary medicines sold to dentists are subject to the war tax, as dentists are consumers within the meaning of the Act."

(Continued on page 49.)

Some Clever Display Methods

Western Firm Have Attractive Interior Arrangements—Device for Showing Tool and Hardware Samples.



THE hardware department of the R. H. Williams Co., Regina, Sask., yields many good ideas to the visitor seeking information. A representative of HARDWARE AND METAL visited the store recently and was impressed, first of all, with the attractiveness of everything. Splendid fixtures and glass show cases, which displayed the goods to the very best advantage, were found on every hand. There were some new points with regard to the display of the goods, the most outstanding being the arrangement of samples behind the glass wall cases. Beneath the glass is a detachable baize-covered board on which the samples are arranged. These boards are taken out easily whenever it is desired to make any change in the samples. Thus it is possible to arrange the articles with special care. Note the attractiveness of the sampling as shown in the view below.

Another advantage that attaches to this is the possibility of using the sample boards for window displays. In the trim shown above the possibilities of this idea are demonstrated. Here we have a fine tool window, arranged quite apparently with a minimum of effort.

A good tool window is always a big trade puller. The average man has a deep-rooted interest in tools, and it is an easy wager that few men passed this Williams window without a thorough "once over." The results demonstrated this clearly.

EDITORIAL COMMENT

SOME members will be missed at the hardware convention this year. But they are doing valuable work elsewhere—in uniform.

* * *

IT MAY be the first convention since the fateful 16th of September, but it is going to be the biggest and best on record just the same.

* * *

PARDON us if we remark that it will come as a wrench to pay that advanced price on Stillsons and Trimos announced last week.

* * *

TALK of taxes on excess profits does not worry many of us. And we would all agree to a tax on excess prophets; there are lots of them nowadays.

* * *

ALL THIS talk about the Freedom of the Seas reminds one that there have been plenty of advocates of the same idea in the past—Capt. Kidd, Capt. Flint, Long John Silver and Billy Bones, just to mention a few.

MAY SEE $50 PIG IRON

THE iron and steel market continues to be affected by the international and the steel trade in Canada is being influenced in sympathy with conditions in the United States. Prior to the severance of diplomatic relations between the United States and Germany, the market was tense and unsettled. However, as soon as the decision was announced the situation cleared and notwithstanding the diplomatic break, the market exhibited considerable activity particularly in pig iron with the result that prices advanced. The advance in prices of pig iron will be reflected in finished materials. The coke situation is serious and deliveries are very bad owing to the shortage of cars and motive power, although every effort is being made to bring about the much desired relief. A large number of United States Steel Corporation furnaces are out of blast. Blast furnaces in Canada and the Buffalo district depending on Connellsville coke, are badly handicapped, some being out of blast. There is consequently a serious shortage of pig iron with little prospect of relief in the meantime. While foundry iron is being quoted around $35 to $36 Valley and Buffalo furnaces, there is practically none to be had. At this price pig iron, laid down at Tor- would be $42.00 to $43.00 per ton. Indications point to a more serious shortage of pig iron than at present exists and should this condition arise $50 pig iron in Toronto may be looked for.

THE MATTER OF CREDITS

A NOTICEABLE development in trade matters has been the shortening of credits. Manufacturers and wholesalers have found it necessary to shorten credit terms and it seems an assured fact that the future, instead of witnessing a return to previous conditions, will see the tendency to stricter terms more and more accentuated. It has become a positive necessity. The more or less free and easy finance of the days of hectic prosperity will never again be possible.

To the retail merchant this means only one thing. He must in turn shorten the terms of credit that he allows his customers. It is quite safe to assert that the average merchant is altogether too lenient or too negligent in the matter of collections. He is inclined to let things slide, probably because he is afraid of offending his customers. In every locality there are well to do farmers, for instance, with comfortable bank balances who let their bills at the hardware store run on until they seem like the brook which "runs on forever." A few customers like this and the hardwareman, in order to keep things going, has perhaps to go to the bank for funds. He is paid over the money which his farmer customers have deposited there—money rightfully his own. He pays six per cent. for it and the farmer only gets three per cent. of that. This is good business for the bank; it is good enough for the farmer; but it is very bad buisness for the merchant and for the wholesaler again behind him.

It is becoming more and more a matter of dire necessity. The merchant must shorten credits with his customers; or, as a possible alternative, charge interest on overdue accounts, sound financing can be built only on a solid foundation of active collection methods.

BANNING THE OFFICIAL ORGAN

THE announcement made last week that the Ontario branch of the R. M. A. had decided to discontinue the arrangement by which a Montreal financial paper was sent to the members, emphasizes a tendency that is becoming recognized—a feeling opposed to organs of a more or less official nature. The official organ of an Association carries just as much weight as is possible in view of the established fact that it's policy is set and immovable. It must always stand by the aims and actions of the body it represents and its advocacy of everything its association

approves is taken as a matter of course. For this reason the opinion of a journal that stands free of such control, even though, as in the case of a trade paper, it represents a class, is much more likely to be heeded and valued.

There is another respect in which the straight out-and-out official organ loses weight with the outside business world. Its circulation is fixed and involuntary. The member gets it whether he wants it or not. He may read it or not but, it comes along regularly just the same. The organ, therefore, suffers in comparison with the independent paper which goes only to the man who pays for it and who, therefore, can be assumed to want it. Nevertheless the status of the official organ is used as a lever to secure advertising. Manufacturers who place advertising with official organs often do so unwillingly as they feel that they are not buying the kind of circulation that is likely to bring them the best results.

This is not intended as a criticism of all official organs. There are some such publications in Canada doing useful work. It is becoming recognized, however, that the status of the official organ is not a sound one on most counts and the tendency is to depend upon them less. The action of the Ontario R.M.A. in deciding to issue bulletins and use the columns of established trade papers for the dissemination of association news will unquestionably be approved by the members as a whole.

A NEW BANKRUPTCY ACT

A PROPAGANDA has been started by the Canadian Credit Men's Trust Association for the "preparation and adoption of an uniform act by the various provinces in Canada" and for the formation of a Federal Bankruptcy Act with all the cumbersome and expensive features of the English and United States Acts eliminated.

The first object is one in which there will be complete concurrence. There is no reason why all provincial laws dealing with insolvency should not be absolutely uniform. Lack of uniformity leads to confusion inevitably and the sooner a satisfactory Federal measure can be drafted the better it will be.

Agreement will also be universal on the score of the elimination of cumbersome and expensive feature. It is important from the standpoint of all concerned, debtor, creditor and trustee, that the proceedings be completed as promptly as possible. The matter of expense is one also where improvement could be effected.

It should be borne in mind, however, that no changes should be made in our bankruptcy laws until it is absolutely assured that the new provisions give promise of fullest justice all around. It is necessary to have the available legal machinery for forcing insolvent debtors into involuntary bankruptcy but the power thus given should not be made arbitrary, and any changes or suggestions in this regard should be very carefully tested. This much is due to the man in business. No merchant asks for measures designed to unduly protect himself. He knows that this would shelter the crook and the weakling. But, in drafting new regulations covering so vital a point as bankruptcy, the utmost caution and foresight must be shown.

THE WEST—AND THE CASH BASIS

THEY are acquiring the habit of discussing live questions, out West. For instance, the Winnipeg Board of Trade will shortly discuss the question: "Can retail merchants put their business upon a cash basis?"

The reason for bringing up this subject is that they are becoming convinced that the credit system has been productive of an enormous aggregate of bad debts, and that retail prices have, as a consequence, had to be loaded, this addition to prices having to be borne by those who do pay. That easy credit of all kinds has been responsible for such buying by farmers in excess of their ability to pay, and that advantage should be taken of the improved condition of farmers as a result of good crops and high prices to at once get on to a cash basis with them at least.

It would pay some of the Western hardwaremen to attend the meeting when this is discussed and tell why it is difficult for merchants to put their businesses on a cash basis. Tell them how the public will often object and take its patronage to the merchant who offers credit. Tell them of the men who would rather leave their bank balances than pay cash for the hardware they buy. It will not hurt to ventilate these practices. It might, perhaps, lead to some measure of reform and bring nearer that glorious day when all business is done on a cash basis.

DEALER INFLUENCE versus NATIONAL ADVERTISING

IN a recent address in Chicago, the Assistant Advertising Manager of Armour & Co., made substantially the following statement: That their greatest difficulty was to "sell" their own sales force on their advertising, because they depend upon their salesmen to convince the dealers of the desirability of handling Armour's advertised goods. That in furtherance of this work, they spend $50,000 annually for cooperative dealer material. He stated that tests have developed the fact that only ten per cent. of orders given to dealers over the telephone are for nationally advertised goods, and that only 35% of the sales over the counter are for nationally advertised or trade-marked goods. Consequently, he said that Armour had to depend upon dealer influence for 55% of the sales of the Armour products.

This is simply another piece of evidence to prove that the dealer and dealer publications cannot be safely overlooked in even the biggest consumer campaign.

Everything Ready for the Convention

Programme Complete for the O.R.H. & S.D.A. at Hamilton Next Week — A Banquet to be Given Members—Membership Larger This Year—A Big Exhibit Arranged.

THE twelfth annual convention of the Ontario Retail Hardware and Stove Dealers' Association opens on Tuesday of next week at the Royal Connaught Hotel, Hamilton. All arrangements have been completed to the last detail and the officers are confident that the convention will be largely attended and of deep interest to the members.

The convention will be noteworthy in one very important respect; it marks the return to the original arrangement by which the association conducted an exhibit of manufacturers' goods. This was done in the early years of the association, but at the convention held in Guelph in 1912, the manufacturers decided that they would prefer to handle the exhibition themselves, and the Canadian Hardware Manufacturers' Exhibitors' Association was formed for that purpose. During the next two years the convention and exhibition were held jointly, at Hamilton and Ottawa. The breaking out of the war, however, and other causes led to the dropping of the exhibition feature.

This year the officers of the O. R. H. & S. D. A. decided that the time was ripe to revive the exhibit plan and they have accordingly done so on the original basis. Secretary Macpherson has organized an exhibition of hardware goods, made up of exhibits from manufacturers that will prove a most interesting adjunct to the association meetings. It will perhaps not be quite as large as when things were at the apex, but, as will be seen from the list of exhibitors published elsewhere, it is a good start and gives every promise of a quick return to the big exhibitions of earlier years.

Membership is Large

Another noteworthy feature is that the membership has during the past year been built up to a much more satisfactory figure. The last report from the secretary was to the effect that the roll now numbered 245 members and 95 associate members. It is hoped that this enrolment promises a large attendance at Hamilton. There is no disguising the fact that the membership had dwindled during the past five or six years and the improvement made this year has been due to the more energetic measures adopted by the present officers.

Railway Arrangements

All arrangements have been made for the reduced fares to all attending at Hamilton. Instructions have been issued as follows:—

Purchase a one-way ordinary first-class adult fare ticket (fare not to be less than 50c) to Hamilton, and obtain from ticket agent a Standard Convention Certificate (Form 24).

At first meeting you attend hand your certificate to the secretary of the association for endorsement, and for validation by the special agent of the railway lines.

After validation, the certificate will be returned to you on payment of fee of 25c, and must be presented to ticket agent to obtain return ticket at least thirty minutes before the train leaves.

After paying 25c validation fee, the return fares will be as follows:

If certified attendance is 99 or less—Two-thirds one way ordinary first-class adult fare.

100 to 299.—One-third one way ordinary first-class adult fare.

300 or more.—Return trip ticket without further charge.

Going.—Tickets may be purchased Feb. 16 to 22.

Returning.—Tickets may be purchased up to Feb. 26.

A Banquet to Members

A change has been made necessary in the programme by the receipt of word that Wood, Vallance & Co. will tender a complimentary banquet to the members on Wednesday evening. The programme called for a smoker on Wednesday evening, but this will now be held on Thursday evening.

An interesting new feature of the programme, arranged at the last minute, is a visit to the plant of the Canadian Cartridge Co. The plant is given over to munition work largely and the visit promises to be full of interest for the members.

The Official Programme

Otherwise the programme stands as previously arranged, as follows:—

TUESDAY, FEB. 20th.

Morning Session.

Reception and Registration of Members.

10.30 a.m.—Meeting of Executive Committee and appointment of Convention Committees.

Afternoon Session.

2 p.m.—Opening session of Convention in Banquet Hall, Royal Connaught Hotel. Open to Members, Exhibitors and Associate Members.

Reception of Visitors to Convention. Address by Mayor Booker. Addresses from Trade representatives.

President's Address.

Secretary's Report.

Address by Col. J. B. MacLean, of "Hardware and Metal." Consideration of President's address and Secretary's report.

Visit to Exhibits.

Evening Session.

(Members Only)

Report of Treasurer and Auditors.

Report of Executive Committee and Advisory Committee.

The better way to price 1917 Inventory, introduced by 2nd Vice-President McNab. Discussion by Members. Opening of Question Box.

WEDNESDAY, FEB. 21st.

Morning Session.

(Members and Associate Members)

8.30 a.m.—Starting from Royal Connaught. visit to manufacturing plants, including Atkins Saw Co. and Frost Wire Fence Co. Street car ride around city in charge of local committee of retail hardware men.

Afternoon Session.

(Members Only)

2 p.m.—Discussion re making kitchenware department more profitable. Unfair competition in graniteware, etc. Introduced by Vice-President J. N. McGregor, Oakville.

Problems of the tinshop under present war conditions. How to make workshop pay. Open discussion. Introduced by H. Occomore, Guelph.

Co-operative delivery of goods, cutting down overhead costs. Introduced by President Carter.

Question Box.

Visit to Exhibitors' display.

Evening Session.

Complimentary banquet to Members by Wood, Vallance & Co.

THURSDAY, FEB. 22nd.

Morning Session.

9.30 a.m.—Receiving reports of committees. How to move unsaleable goods. By Secretary Macpherson.

The Retailers' Problem. How to get profit on present high values of merchandise. Open discussion.

Question Box.

Visit to Exhibits.

Afternoon Session.

2 p.m.—Election of Officers.

Unfinished business.

New business.

Visit to Exhibits.

Evening Session.

Smoker and entertainment in Royal Connaught. A first-class programme with special talent has been provided; a sample of Hamilton's Hearty Hospitality.

The Exhibition

The following firms have announced their intention of holding exhibits or at least having representatives present at the convention.

Auto Strop Safety Razor Co., Toronto; Benjamin Moore & Co., Toronto; Banwell, Hoxie Wire Fence Co., Hamilton; Allith Mfg. Co., Hamilton; S. F. Bowser & Co., Toronto; McArthur, Irwin, Ltd., Montreal; Henry Disston & Son, Ltd., Toronto; Gillette Safety Razor Co., Montreal; Kir-Ben, Ltd., Almonte; Imperial Varnish & Color Co., Toronto; National Electric Heating Co., Toronto; Goodyear Tire & Rubber Co., Toronto; Gendron Mfg. Co., Toronto; Canada Cement Co., Montreal; A. Ramsay & Son, Montreal; Canada Brush Co., Montreal.

Four Advances in Year on U.S. Stoves

Increased Costs of Materials and Labor Responsible for Steady Advances—Higher Production Costs for 1917.

FROM Jan. 1, 1916, to Jan. 1, 1917, American stove manufacturers made four advances in prices of stoves. The first advance of an average of 5 per cent., went into effect Jan. 1, 1916; the second of 5 per cent. in May; the third of 5 per cent. in September, and a 17 per cent. advance applicable to stoves shipped after Jan. 1, 1917.

According to Lazard Kahn, president Estate Stove Co., writing in the *Metal Worker, Plumber and Steamfitter*, the average increase in the cost of stove manufacture during the year 1916 over the cost of 1915 was at least 30 per cent. It is altogether likely that further advances of from 15 to 20 per cent. will be added to cost of production during 1917.

It is evident, therefore, that Canadian manufacturers will also have to advance prices further during 1917. Advances in prices in the United States have been greater than in Canada, although the increase in cost of production in Canada has been as great, or even greater than in the United States. Furthermore, the labor problem in Canada has been even more serious than in the United States. Owing to heavy enlistments from Canada, the supply of skilled labor has been greatly depleted, and likewise production.

Conditions regarding raw materials in the United States have a direct bearing on the situation in Canada. Mr. Kahn, referring to the stove situation during 1916, and the increased costs of materials from Jan. 1, 1916, to Jan. 1, 1917, stated as follows:—

Wise Buyers Protected Themselves and Profited

The outlook for the stove trade in the early part of the year 1916 was not uncompromising. It will be remembered that materials of all kinds began to advance early. Wide-awake merchants, therefore, found no difficulty in persuading themselves that it was wisdom to cover their needs for the year without delay.

Pig iron within the period mentioned and to date, has advanced 126 per cent.

Foundry coke within the period mentioned and to date, has advanced 155 per cent.

Black steel within the period mentioned and to date has advanced 165 per cent.

Polished steel within the period mentioned and to date has advanced 50 per cent.

Stove bolts within the period mentioned and to date have advanced 184 per cent.

Sheet copper within the period mentioned and to date has advanced 150 per cent.

Mica within the period mentioned and to date has advanced 75 per cent.

Foundry supplies within the period mentioned and to date has advanced 30 per cent.

Wrapping paper within the period mentioned and to date has advanced 150 per cent.

Emery within the period mentioned and to date has advanced 135 per cent. Belding within the period mentioned and to date has advanced 50 per cent.

Chemicals (used in enameling) within the period mentioned and to date have advanced 300 per cent.

Labor of all kinds employed in stove shops easily averages 15 to 50 per cent.

The volume of stove sales by manufacturers and dealers in 1916 shows certainly a substantial increase over 1915. It is thought that stocks in manufacturers' warehouses at this time are below the average, although this may not be true of manufacturers who were not prevented by lack of raw and semi-finished materials, from operating their shops to capacity, up until the holidays.

Retailers in all lines of business were brought into such close and violent touch with increased costs of all classes of merchandise and materials that it is hoped and believed advances in retail prices were also generally made in like proportion and that 1916 was a banner year for them. Retailers who carried into 1916 a goodly supply of stoves purchased in 1915, and advanced retail prices in proportion to current wholesale prices, must have fared especially well. If they failed they alone are to blame. Carrying stoves in stock, from one season to another; having their funds invested therein, and faced by the certainty that stoves could not again be procured except at advanced prices, it seems the veriest tyro would have been impelled to fix retail prices on the basis of the new and not the old cost.

Cutlery Plant to Start in Canada

Have Secured Lease of Plant at Westport, Ont. — Will Make Jack Knives, Scissors, Coffin Trimmings, Knives, Forks and Spoons, Drop Forgings.

THE Dominion Cutlery Co., Ltd., head office Montreal, Que., has leased a plant at Westport, Ont., to manufacture cutlery, coffin trimmings and some lines of hardware. The property at Westport, which is located on the C.N.R. a short distance from Ottawa, consists of two buildings, three stories each, containing 2200 square feet of floor space, a machine shop, plating plant and water power equipment. Machinery is now being installed, and officers of the company state that unless something unforeseen develops certain cutlery lines will be turned out in the near future. The authorized capital of the company is $100,000, the value of shares $100 each.

According to the company's prospectus the business for the first year's operation is estimated as follows:

Jack Knives	$25,000
Scissors	20,000
Coffin Trimmings	30,000
Knives, Forks and Spoons	75,000
Drop Forgings	50,000
Total	$200,000

The company's prospects also contains the following announcement:

"According to Blue Book figures, Canada imported from England, United States, Germany, etc., one million four hundred thousand dollars ($1,400,000) worth of cutlery during the year ending March, 1914.

For these reasons the Dominion Cutlery Co. will probably control the cutlery situation in Canada for some time at least and as a result develop a demand for our goods among Canadians as a "Made in Canada" product.

A fully equipped cutlery plant requires machinery and tools which are suitable for the manufacture of drop forgings and coffin trimmings, consequently this company intends to take advantage of the splendid opening for these lines.

Drop forgings are continually being introduced into new fields of work, and their sphere of usefulness is practically unlimited. Manufacturers find that they can use them in place of expensive machined parts and heavy castings, where strength, lightness and durability are necessary. Their use is almost universal. Advanced ideas and improved methods have made it possible to produce the most difficult and irregular shapes from drop forgings.

This company will specialize in engineers' and machinists' wrenches, tool post rings and tool post wedges, golf irons, commutator segments, automobile and gas engine forgings, etc.

This company will also make a specialty of coffin trimmings on which there is a good manufacturing profit.

Are Jobbers Killing the Toy Industry in Canada?

By Fred. G. Holden, Buyer and Manager, Toy Department, Henry Morgan & Co., Montreal.

EDITORIAL NOTE.—HARDWARE AND METAL *feels that it is doing a service to the young toy industry of Canada to publish the statement made to it at the Toy Fair by Mr. Fred G. Holden, one of the best known buyers in Canada, Manager for the Toys and Sporting Goods Sections of Henry Morgan & Company, a big departmental store of Montreal. This toy department is one of the most successful in Canada and is in active running order throughout the whole year. The biggest business in toys, of course, is done during the Christmas season, but Mr. Holden says that toys sell well during all seasons of the year. Dolls are a staple selling line and other kinds of toys as well. Of course, in seasonable times carriages for babies as well as for dolls, and other wheeled vehicles are given the greatest prominence.*

Mr. Holden after covering the Toy Fair in Toronto will go on to the British Industries Fair, and then take in the Exhibition at Lyons, France. . . . The dissatisfaction of the big retail toy buyers referred to by Mr. Holden is coming to a head and the subject, we learn, is likely to be threshed out at a meeting of toy manufacturers this week.

IN the year that has passed since the first exhibit of the toy makers of Canada was held in Toronto I notice an improvement in many respects in the toys that are being turned out by Canadian manufacturers. This applies both to the style of the goods and also to the variety. At the same time I, to speak frankly, am disappointed in the lack of development that I had expected when the movement to encourage toy making was inaugurated twelve months ago. The most noticeable defect is still in the dolls. We still miss the finished products that we secured before the war. The lines of beauty in the faces and the graceful dresses that we get now on the French dolls have not been tried out in this country. There is a disappointing uniformity too about the dolls that leads one to infer that one maker has followed almost exactly the models of another, as if he had picked up the discarded mould and fashioned his products upon it. Allowance must of course be made by the fact that doll making is a skilled industry. But I am afraid that the real trouble is that our toy makers in Canada are fixing too low a standard of prices to make possible any satisfactory development.

This, to my mind, is the kernel of the whole matter, the cause of the slow progress that the past two years have shown.

Keeping Toys Too Small and Too Cheap

You find metal toys of finished design very attractive in themselves, but they are too small to suit the average child. He wants something two or three times as big. Bigger horses, bigger railway trains, bigger automobiles, bigger fire trucks and so on. But they all seem working to a price and the price is far too low.

Best Goods Sold First For Christmas

What class of goods sold first in our Toy Departments last Christmas? What I am saying is the experienc of everyone to whom I have spoken, and, that is that it was the best class of goods sold first and the cheap remained to the last and then very often had to be sold at a reduction in order to clear them out. People wanted a good class of toy, just as they wanted a good class of merchandise in nearly every department and they were willing to pay the price.

Making Good Class in England

For a great many of my toys for next Christmas I will have to go out of Canada. I am going over to the British Fair now and will go on to Lyons. My information is that the British toy makers are going after a higher class of toy and are not attempting to any extent to turn out this cheap stuff that is unsatisfactory to the manufacturer, the retailer and the customer alike.

Numbing Influence of the Jobber

To my mind the real trouble lies in the fact that the toy trade in Canada has come under the control of the jobber. It is the jobber that is killing it to-day, and until it gets out of the hands of the jobber there will be no real development in this new industry. As soon as a man, working perhaps with small resources and in a small factory, turns out a good class of toy the jobber gets after him and persuades him to give him control of his whole output. The argument, of course, that he advances is that the individual maker cannot afford the expense of pushing his article by itself among the retail trade, while he with a large number of lines, is able to keep travelers out and bring the expense for handling the one line down to a minimum. The toy maker falls for this and is satisfied if he gets a market from the one source for his output.

Can Job Cheap Goods More Easily

There is another point that comes in here. The jobber finds as a rule that he can job far more easily lines of cheap goods than the more expensive and the margin of profit on the cheaper lines is far higher than on the dearer ones. Very often the difference between a first-class and medium toy lies in the unwillingness of the jobber to allow the five cents more expenditure required to bring it up to a high standard.

The buyers of toys in Canada are numerous and have large appropriations each year for securing stock, and if the individual toy maker would submit samples to a number of the largest toy departments in the stores from Victoria and Vancouver in the West right through Calgary, Regina, Winnipeg down through Toronto, Ottawa, Montreal, Quebec and on to the Maritime Provinces, he would secure sufficient orders to keep him going all the time. In dealing directly with the toy buyers he would be able to meet their wishes more than through the medium of a jobber and could make to their order a toy that they know would meet with the approval of the public. Until something like this is done I do not think the toy industry of Canada will reach any great proportion nor will be anything of which we have reason to be proud.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

TORONTO MARKETS

TORONTO, Feb. 15.—Hollow back scoops have registered an advance during the week. Riveted back scoops and spring point riveted miners' shovels have also been priced at higher levels. For polished spades and shovels the price has been increased 25 cents per dozen. Tarred and dry building paper and carpet felt have registered advances. Lamp chimneys and lantern globes have been increased. Whisks and half brooms are higher in price. Some other lines that have been marked higher in price are skinning knives, mouse traps, expansive bits, post hole augers, crosscut saws, claw hatchets, lath hatchets, tie weights, track spikes, putz, cream, ash sifters, rat traps, lamp wicks, heater wicks, repair parts on all stoves, ovens, heaters, wrought pipe. Embargoes continue to be a serious handicap to trade. But in spite of this business has been good during the week.

Spades and Shovels Go Higher in Price

SPADES, SHOVELS. — Advances have been recorded in some lines of scoops and shovels. Hollow back scoops are now quoted at a discount of 30 per cent. off list for the first grade and 20 and 5 per cent. off list for the fourth grade. The former discount for the first grade was 30 and 5 per cent. and for the fourth grade 20 and 10 per cent. On riveted back scoops for first, second and fourth grade the discounts in each instance is now 25 and 5 per cent. as compared with the former discount of 30 and 2½ per cent. For the Jones' spring point riveted shovels the discount now is 25 and 5 per cent. as compared with the former discounts of 30 and 2½ per cent. On shovels, draining tools and hollow back sand shovels and coal shovels there has been no change. On polished goods the extras have been increased to 75c per dozen net for the full polished and 50c per dozen net on the half-polished. This represents an increase of 25c in each instance. New discounts, together with the black list prices, will be found in the current quotations.

Building Paper and Carpet Felt Higher

BUILDING PAPER, CARPET FELT.—Advances have been made effective in the price of dry and tarred fibre building papers. No. 2 tarred fibre is now quoted at 75c per roll as compared with the former price of 70c, or an advance of 5c per roll. On No. 2 dry fibre the increase has been 2c per roll, the selling price now being 62c per roll. There has been an advance in the price of carpet felt in the 16-oz. weight, the price now quoted being $4.50 per 100 pounds.

Lamp Chimneys and Lantern Globes Up 10%

LAMP CHIMNEYS, LANTERN GLOBES.—With the firmness in the market for glass on account of the difficulties attached to the manufacture in the way of securing raw materials and labor there has been made effective an advance in the price of lamp chimneys and lantern globes, the amount of which is approximately ten to fifteen per cent.

Whisk and Toy Brooms Up 10 to 25 Per Cent.

WHISKS, BROOMS. — Advances in whisks have been made during the week which approximate 10 to 15 per cent. over recent quotations. One style that formerly sold for $1.50 per dozen is now quoted at $1.65 while another line formerly quoted at $1.75 is now priced at $2 per dozen. Toy half brooms have been increased in price 25 per cent. For the two-string eight-inch style that formerly sold for $1.10 the price is now $1.40 per dozen while for size that formerly sold for $1.35 the price is now $1.50. The firmness in this market has been caused through the higher prices commanded by broom corn in the Western United States where a shortage exists.

Many Lines of Shelf Hardware Marked Up

CUTLERY, AUGERS, BITS, HATCHETS, PUTZ CREAM, TRAPS.—Advances have taken place in a number of lines of shelf hardware during the past week. New lists and discounts are out for Taylor-Forbes lines which provide for an increase of approximately 25 per cent. Rodgers table cutlery has all been advanced in the neighborhood of 6 per cent. Some lines of skinning knives have also been marked higher. For the 5-inch size the new price is $3.65 per dozen and for the 5½-inch size the price is $4.10 per dozen. Delusion mouse traps have been re-priced and the quotation is now $1.35 per dozen. Clark's expansive bits have been increased in price, the small size now selling at 85c and the large size at $1.20. Stephenson's post hole augers have been advanced to $2.65 each. Arrowhead crosscut saws are now selling at $2.90 each for the 5-foot size. Passaic claw hatchets are quoted at $9.80 per dozen and Passaic lath hatchets at $8.70 per doz. Tie weights are quoted higher at 5c per pound. Meyers putz cream in the one-sixth pint tins has been advanced to 70c per dozen. New lists and discounts have been issued on all Hot point goods which provide for an increase approximately of 10 per cent. The discount remains the same of 25 per cent. off list, but the new list is in the neighborhood of 10 per cent. higher than the former list. Samuel ash sifters have been advanced to $5.40 each. Hold 'Em rat traps have also been increased in price, No. 1 size now being quoted at $5.45 per dozen and No. 2 at $6.35 per dozen.

Lamp Wicks Make Advance of 30%

LAMP WICKS.—There has been an advance of approximately 30 per cent. in the line of lamp wicks handled by the Imperial Oil Company. For the Rayo lamp the wicks that formerly sold for 50c per dozen are now quoted at 65c and for the smaller size for the same lamp the price has been increased from 44c to 55c per dozen. Wicks for heater oil stoves have been advanced from $1.20 to $1.70 per dozen.

Repair Parts of Oil Stoves Advance 20%

REPAIR PARTS.—Following the advance that recently became effective in the price of Puritan and Perfection oil stoves and heaters there has now been made effective an advance in the repair parts which amounts to 20 per cent. This advance applies to parts for all oil stoves, ovens and heaters for both the Puritan and Perfection brands.

Wrought Steel Pipe Goes Up $4 Per Ton

WROUGHT PIPE.—An advance has been made effective in the price of wrought steel pipe which amounts to $4 per ton for both lapweld and buttweld. The increase amounts to two points on all sizes. Demand for pipe has been good and manufacturers are kept busy in the face of the difficulties attached to manufacture. The volume of business is hardly as large as in normal years but the difficulties attached to manufacture have increased the activities of the makers. New net prices have not yet been issued.

Wire Products and Nails Hold Firm

WIRE, NAILS, ETC.—The market for wire of all kinds continues in a firm position. No advances have been recorded during the week. Wire nails also continue in a strong position in sympathy with the position of wire. Standard steel wire nails are quoted at $4.70 base and cut nails at $4.50 base sizes.

Binder Twine Prices Not Yet Announced

ROPE, TWINE.—The manufacturers have not yet announced their prices on binder twine although they are expected to be given out within the near future. It is anticipated that new records will be established when they are announced. Deliveries are now being made on some of the goods that were ordered before the recent advances took place. There has also been some business going on with those who had not made their bookings prior to the recent advances. In the United States there continues a good business for all cordage lines which prevents the possibility of accumulating stocks against the big demand that usually takes place in the spring and summer. It is expected there will be increasing difficulty to get required supplies by the time the heavy demand sets in.

Oil Stoves and Gas Heaters Having Big Run

STOVES, HEATERS.—With the shortage of coal there has been a big run on oil stoves and gas heaters. Manufacturers report the demand has been exceptionally good. But along with this there has also been a good demand for coal stoves for the country districts even in the face of the difficulty that is being experienced in getting supplies of coal in some districts. The demand for gas ranges has become somewhat easier and it is expected to be somewhat light for perhaps a month. Prices of enamelware are firm and the demand has been good.

Corrugated Sheets Higher in Some Quarters

SHEETS, PLATES.—There has been a firmness in the market for black sheets owing to the shortage of supplies. Some of the dealers are cleaned up on their stocks, and until additional supplies arrive there will be small chance of an easier tone to the market. Corrugated sheets in the smaller gauges have been advanced to the higher levels by other dealers, and the price of $6.50 for 28-gauge and $7 for 26-gauge is now more general. Galvanized sheets have held steady in price during the week. Galvanized shingles have advanced 25c per square, and are now selling at $7.

Old Metals Have Made Higher Levels

OLD MATERIALS.—An advance of 1c per pound is being paid for red brass this week. Old heavy zinc has also increased 1½c per pound. Heavy copper is quoted up 1¾c per pound, and old cast iron is firm at $16 per ton. Stove plate is very scarce, and a ready market could be secured for available supplies at $13 per ton, which represents an advance of $1.25. Old automobile tires have increased ¼c per pound.

	Per lb.	
Tea lead	$ 0 06	......
Heavy lead pipe	0 08	......
Yellow brass	0 15¾	......
Red brass	0 20½	......
Light brass	0 10½	......
Heavy zinc	0 09½	......
Heavy copper	0 24	0 24½
Old cast iron, per ton	16 00	......
Stove plate, per ton	13 00	......
Old rubbers, boots & shoes	0 08¾	......
Overshoes, lumbermen's rubber boots	0 06½	......
Auto tires	0 05¾	......
Bicycle tires	0 02½	......

Pig-Iron Production Still on Decline

Production of pig iron continues to decline owing to the coke shortage, which is getting more acute. The cold weather at the ovens has curtailed operations and the production of coke has been practically cut in half. Railway conditions are no better, seriously restricting the movement of coke to the furnaces and thereby curtailing output. Many foundries are working at reduced capacity and in some cases have shut down until the situation improves. Some pig iron is being imported from the United States, although not nearly as much as is required. Price continues high, being about $35 Buffalo or Valley furnace, which would be around $43 laid down in Toronto. Canadian pig iron continues off the market, and no quotations are being issued.

Ingot Metal Prices Firm

The possibility of the breach widening between the U. S. and Germany has been reflected in the metal markets during the week. The likelihood of increased demand for war metals has had a tendency to hold prices firm, but they are in many cases entirely nominal.

TIN.—The New York market is somewhat easier as a result of recent arrivals. The recent big advance was duc largely to fear of losses by submarine attack. The market locally is firm and unchanged at 57½c.

ALUMINUM.—The market is unchanged at 68c. War munitions has restricted its use in many other ways. Copper to-day is quoted at $32.50 New York, as against $28 a year ago, and 15c average for a year prior to the outbreak of the war. Quotations are nominal at 38c lb.

SPELTER.—The market is unchanged from last week. Prices range from 13½c to 15c lb.

LEAD.—Following the advance to $8.50 New York by the Trust prices of pig lead and lead products have advanced further. Prices locally advanced another ½c lb., and the price now quoted is 11c.

COPPER.—Supplies of copper are still scarce.

ANTIMONY.—The price of antimony still ranges around 35c, almost double the price quoted a few weeks ago.

Lead Sheets Are Up 1c Per Pound

LEAD AND ZINC PRODUCTS.—The firmness in the pig lead market during the week has sent the price of lead sheets up 1c per pound. For the 3-lb. and 3½-lb. the price is now 14¾c per pound, and for the 4 to 6 lbs. the price is 14¼c per pound. Lead pipe and lead waste pipe held steady during the week. Solder also maintained its firmness, some of the wholesalers advancing their prices on strictly and commercial. Following are the quotations:

Lead pipe, lb.	$0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	....
Lead wool, lb.	0 12	....
Lead sheets, 3 lbs. sq. ft.	0 14¾	....
Lead sheets, 3½ lbs. sq. ft.	0 14¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 14¼	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 34	....
Solder, strictly, lb.	0 32¼	0 38
Solder, commercial, lb.	0 31¾	0 35
Solder, wiping, lb.	0 31½	0 32
Solder, wire, lb.	0 35	....
Zinc sheets, per lb.	0 25	....

Iron and Steel in Continued Firm Market

IRON AND STEEL.—There is a continued firmness in the market for all iron and steel products. There has been a grading upward quite generally to the $4 base for bar iron. There is a con-

tinued good demand, and higher levels seem within possibility in the not distant future. Following are the quotations:

	Per 100 Lbs.	
Common bar iron	$	$ 4 00
Common bar steel	....	4 25
Refined iron	....	4 25
Angles, base	....	4 75
Horseshoe iron	....	4 25
Norway iron	7 50	8 00
Mild steel	....	4 25
Tire steel	....	4 45
Toe calk steel	....	6 00
Sleigh shoe steel	....	4 50
Band steel	4 50	4 75
Spring steel	....	6 00
Mining tool steel	14 00	22 00
Sheet cast steel	23 00	29 00

Tarred Felt Higher, Owing to Rag Embargo

BUILDING PAPER, TARRED FELT.—An advance in the price of tarred felt paper has become effective during the week, and it is now quoted at $3.35 per cwt. Manufacturers state the reason for the higher prices is due to the embargo that the British Government has placed on rags. Dry fibre building paper No. 2 is quoted from 62c to 65c per roll, which represents an advance of 2c. to 5c. Tarred fibre No. 2 is quoted at 75c, which is an advance of 5c per roll. Carpet felt is quoted from 25c to 50c per 100 pounds higher at $4.25 to $4.50.

Gasoline Holds in Very Firm Market

GASOLINE, OIL.—There is a firmness in the market for all oil products owing to the continued heavy consumption and the high price of the crude oil. Gasoline is still quoted at 28½c and 29c per gallon, and benzine 1c per gallon below these prices. Coal oil held in firm market during the week. Higher prices for gasoline are anticipated in the not distant future. Oil companies are greatly restricted in their deliveries of fuel oil and other products owing to the railway situation. One company reported that their deliveries up to the present time were 210 carloads behind the amount their contracts called for.

LONDON MARKETS

LONDON, Feb. 15.—Business has been somewhat quiet during the past week on account of the extremely cold weather. Customers apparently prefer to stay in where it is warm rather than venture out to do any shopping. A number of lines have advanced in price, and further advances can be expected. Collections during the past week have been quite satisfactory.

Malleable Fittings And Sisal Bed Cords Up

MALLEABLE FITTINGS, SISAL BED CORDS.—By the changing of the discount on malleable fittings an increase has been made effective of approximately 10 per cent. Classes B and C are now quoted at net list. Sisal bed cords have also moved upward, following the advance recently made in all sisal products. New prices for the three-ply, 48-foot, is $1.35 per dozen, and $1.65 per dozen for the 60-foot, three-ply.

Window Glass Advances Approximately 6 Per Cent.

GLASS.—By the change of the discount on window glass to 15 per cent. on single and double diamond there has been an increase in price of approximately 6 per cent. Cut lights are quoted at a discount of 50 and 5 per cent. off list. Figured on the basis of 15 per cent. off list, following are the net case prices:

	Single 100 ft. case	Double case
Up to 25 inch	$6 63	$10 11
26 to 34 inch	6 93	10 93
35 to 40 inch	7 22	11 56
41 to 50 inch	10 00	13 17
51 to 60 inch	10 42	13 48
61 to 70 inch	11 13	14 28
71 to 80 inch	....	15 60
81 to 84 inch	....	19 35
85 to 90 inch	....	20 70
91 to 94 inch	....	21 25
95 to 100 inch	....	24 65
101 to 105 inch	....	27 20
106 to 110 inch	....	3- 45

Table Cutlery and Butcher Knives Up

CUTLERY, BUTCHER KNIVES.—An advance of 6 per cent. has been made effective in the price of the James Rodgers table cutlery and butcher knives. This advance follows the firmness in the steel market, and the difficulties attached to the labor situation. Following are the new prices that have been made effective on the butcher knives for the No. 1707: 5½-inch, $3.90 doz.; 6-inch, $4.10 doz.; 6½-inch, $4.45 doz.; 7-inch, $5.10 doz.; 8-inch, $6.15 doz.; 9-inch, $6.60 doz.; 10-inch, $8.75 doz.; 12-inch, $13.95 doz.; 14-inch, $21.25 doz.

Tackle Blocks Are Up

New prices that have been made effective on wood and steel tackle blocks provide for an increase of 15 per cent.

Wire Nails Very Firm

Steel wire nails are in very firm market, and an advance in the near future would not come as a surprise. Standard wire nails are quoted at $4.70 base and cut nails at $4.50 per hundred pounds base.

Linseed Oil Firm

The market for linseed oil held firm at $1.35 for raw and $1.38 for boiled per gallon, in one to two-barrel lots. In three to five-barrel lots the price is $1.34 for raw and $1.37 for boiled, while for six to nine barrels the price is $1.32 for raw and $1.35 for boiled.

Turpentine Held Steady

Prices in turpentine have remained unchanged here during the week, and are still quoted at 81c per Imperial gallon in one-barrel lots and 80c in two to four-barrel lots. For 5-gallon lots the price is 88c per gallon.

Rope Prices Are Firm

Quotations on rope remained unchanged and firm at the recent advances. Pure Manila is quoted at 29½c per per pound base, British Manila at 25c per pound, and New Zealand hemp at 25c.

Sash Weights Are Higher

New prices that have been made effective on sash weights provide for an advance. Solid are quoted at $3.50 per 100 pounds, while one-pound sectional are selling at $4 per hundred, and for the half-pound weights $4.25 per hundred.

Spades, Shovels And Scoops Advance

Spades and shovels have again advanced. This will not come as a surprise to the trade, as the trend of the market has been referred to several times during the past few weeks.

The advance for full polishing has been advanced to 75c per dozen. The advance for half-polishing has been advanced to 50c dozen.

New net prices on shovels and spades are now as follows:—1sts—Jones Bulldog, $11.87 doz.; 2nds, Burns, $11.48 doz.; 4ths, Olds Fox, $10.35 doz.; Light Black Cat, socket star, $9.15 doz.

Scoop shovels have advanced 5 per cent., and the new discount is now as follows:—

Hollow back, first grade, 30 per cent.

Hollow back, fourth grade, 20-5 per cent.

Riveted back, 25-5 per cent.

Washing Machines

New list prices issued on washing machines are from 50c to $1 each higher than formerly. The discount remains unchanged at 50 per cent.

Taylor-Forbes hardware lines have advanced in price. New lists and discounts have been issued, and the advances run about 25 per cent.

McKinnon, Dash Co. hardware lines have again advanced, and include advances of approximately 10 per cent. on whiffletree irons, neck yoke irons, clevises, snaps, harness rings, etc.

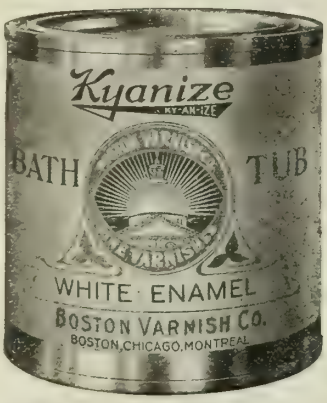
White Lead and Putty Advance in Price

White lead has advanced 50c per 100 lbs., and pure is now quoted at $15 per

Kyanize

KY-AN-IZE

Assortments and Selling Helps



Makes Old Bath Tubs Clean and Sanitary.

Bath Tub Enamel

Trial Assortment No. B T, 7

6	Pints at $1.00	$ 6.00
6 ½	" " 55c	3.30
6 ¼	" " 30c	1.80
		$11.10
	Less 30% trade discount	3.33
		$ 7.77

This Handsome Enameled Steel Sign with every Trial Order.

Makes the Old Linoleum Look Better and Wear Longer.

Linoleum Finish

Trial Assortment No. L, 10

12	Quarts at $1.00	$12.00
8	Pints " 55c	4.40
6 ½	Pints at 30c	1.80
		$18.20
	Less 30% trade discount	5.46
		$12.74

This Automatic Novelty Counter Display Free with Every Trial Lot.

For Stove Pipes, Iron Grate and all Iron Work, Indoors or Out. A Wonderful Seller.

Black Dazzle Iron Enamel

Trial Assortment No. B D, 73

6	Quarts at 60c	$ 3.60
12	Pints " 35c	4.20
24 ½	" " 20c	4.80
		$12.60
	Less 30% trade discount	3.78
		$ 8.82

Boston Varnish Co.

Fine Varnishes and Enamels.

Everett Station, Boston, Mass., U.S.A.

CANADIAN DISTRIBUTORS

The J. H. Ashdown Hardware Co., Limited
Calgary, Winnipeg, Saskatoon

Sturgeons Limited, 91 Church Street, Toronto

This Attractive Counter Stand, Holding Can of Black Dazzle, with Every Trial Assortment.

If interested, tear out this page and keep with letters to be answered.

Kyanize VARNISH

Here's Another Kyanize KY-AN-IZE Business Getter

What! another? You said it, Mr. Man. But your surprise is pardonable.

Even the Boston Varnish Company can't live on its reputation.

When an outfit earns a name for being the "livest" in the industry it's got to live up to it.

That's what we're doing. This time, as you see, it's a wonderful new window trim—in colors.

Free to Kyanize KY-AN-IZE Agents

Note the bold swash of color in the wake of the big paint brush. Imagine the hundreds of pairs of eyes it will turn to your window. No doubt about it—it's got the attractiveness and punch that turn looks into sales.

It's the sort of sales help every live Kyanize Dealer is looking for. Yours will be sent on request. Use the convenient coupon herewith.

TO LIVE VARNISH AND ENAMEL DEALERS EVERYWHERE: If there is no Kyanize Agent in your locality we invite you to write for a copy of the new, big "Dealers' Mint of Selling Hints" and full particulars about the Kyanize Exclusive Agency Plan.

Boston Varnish Company

Fine Varnishes and Enamels

Everett Station, Boston, Mass., U.S.A.

CANADIAN DISTRIBUTORS:

The J. H. Ashdown Hardware Co., Limited
Calgary, Winnipeg, Saskatoon

Sturgeons Limited
91 Church St., Toronto

This coupon is for your convenience

Check in Square

Boston Varnish Company,
Everett Station, Boston, U.S.A.

☐ I sell the Kyanize line and want you to send me at once your new window trim. I will use it for at least ten days.

☐ We are interested in the Kyanize line. If you have no local agent, send me particulars about the Kyanize exclusive agency plan.

Dealer .....

Street .....

Town .....Province.....

If interested, tear out this page and keep with letters to be answered.

100 lbs. in ton lots, and $15.30 per 100 lbs. in less than ton lots.

Putty has advanced 30c per 100 lbs., and is now quoted as follows:—Standard—100-lb. drums, $3.85; 25-lb. drums $3.95. Pure—100-lb. drums, $4.65; 25-lb. drums, $4.75.

Building Paper Advances in Price

Some lines of building paper have advanced to the following prices:—

Dry paper, No. 2, 62c roll.
Tarred paper, No. 2, 75c roll.
Surprise paper, 67c roll.
Tarred felt, $3.35 per 100 lbs.
Carpet felt, $4.50 per 100 lbs.

this week with another small advance in price. New prices now available are:

Per 100 lbs.; Decorator's pure, ton lots, $15.55, less, $16.20; decorator's special, ton lots, $14.55, less, $15.20.

No further change has been made in the price of linseed oil or turpentine as yet. From reliable sources expectations of a further rise in prices of linseed oil are strong and it would appear that to-day's quotations will seem good buying in view of what is to come. To-day's quotations are:

Per gal., bbl. lots: Raw linseed oil, $1.35; boiled linseed oil, $1.38. Turpentine, 85c. per gal., bbl. lots; 88c., per gal., ½ bbl. lots, and 90c., per gal., 5 gal. and 1 gal. lots.

Wood alcohol also goes to a higher figure as follows:

Per gal., 5 gals., $1.73; 1 gal., $1.90. Cans included.

WINNIPEG MARKETS

WINNIPEG, Feb. 15.—During the week great things have been happening with curling stone and broom and as a result of the Bonspiel attraction many hardwaremen throughout the West have come into town—some making it a business trip, but most of them forgetting business worries for a few days.

There has been no let-up in the amount of business being handled by the jobbers and the rush of orders keeps everyone on the move. Figures for the first half of the month are very satisfactory, and although this is a short month, jobbers expect a very favorable report when totals are available for the whole month.

Numerous Revisions In Prices

During the week the revisions in prices have been fairly numerous again, with the usual upward trend noticeable all the way through. Changes in bolts and nuts, rope, white lead and stove pipe feature. Linseed oil remains firm at prices prevailing for the past couple of weeks.

Rope Prices Soar Clothes Line Higher

Following the situation in regard to rope it remains extremely interesting and the predictions made in HARDWARE AND METAL from time to time are being upheld. An article published a week or two ago dealt with conditions in this market at great length and that advances may continue for some time, seems a probability. New levels as regards prices were again reached in this week's revisions and the following quotations are the best available.

Pure Manila	30c	lb. basis
Sisal	24c	"
Lath yarn	24c	"
British Manila	25c	"

Other lines to be revised in sympathy with these advances are as noted below:

Cotton Clothes Lines	Doz.
48 ft.	$2 20
60 ft.	2 75
Sisal Clothes Lines	
48 ft.	1 35
60 ft.	1 65
72 ft.	2 00
Candle Wick Packing	45c lb.
Chalk Lines—	Gross
18 ft.	$3 25
21 ft.	4 00
24 ft.	4 20
30 ft.	4 75
Masons Lines	Doz.
White	1 25
Yellow	1 50

Bolts and Nuts Follow Advance in East

The latest advance in bolts shows some lines and sizes now selling at net list—most certainly very high figures for these lines. During the past two years advances in bolts have been steady and the present prices come as no great surprise. The situation in regard to steel and iron is by no means improved and with the impending crisis in the States no relief can be looked for from that source. Small rods are still almost at a premium and this explains the situation as regards bolts pretty thoroughly. The new discounts are as follows:

Carriage Bolts—
⅜ and smaller, 15%.
7-16 and larger, net list.
Machine Bolts—
⅜ and smaller, 15%.
7-16 and larger, 5%.
Sleigh Shoe Bolts—
⅜ and smaller, 5%.
7-16 and larger, net list.
Coach screws, 25%.
Plow bolts, 5%.
Shaft bolts, 5%.

The latest prices issued on square and hexagon nuts are based on an advance over list of $2 per 100 lbs. in full case lots and $3 per 100 lbs. in less than full cases. Net prices on this basis are as follows:

	Per 100 lbs. Less than case	cases
Square Tapped Nuts—		
¼	$18 00	$17 00
5-16	16 00	15 00
⅜	14 10	13 10
½	12 80	11 80
⅝	12 30	11 30
¾	12 00	11 00
1	11 90	10 90
Hexagon Tapped Nuts—		
5-16	21 00	20 00
⅜	17 60	16 60
½	15 35	14 35
⅝	14 30	13 30
¾	13 75	12 75

Washers, Canada Plate, White Lead Higher

Wrought washers have also been revised with the following prices now ruling:

Full cases, 10% discount + 75c 100 lbs.
Less than case, 5% discount + 75c 100 lbs.

Following the advance in Canada plate recorded last week, comes advice of revisions in the price of stove pipe. Quotations are now being made on this basis:

Per 100 lens., riveted stove pipe, 6 in., $14.75; 7 in., $15.85; ready to rivet stove pipe, 6 in., $14.75; 7 in., $15.85.

White lead again is in the foreground

Wrenches and Auger Bits Advance

Important changes are also recorded for the week in the advanced prices on Stillson and Trimo pipe wrenches and Irwin auger bits. The new discounts, with net prices, are given herewith:

Stillson pipe wrenches, discounts 55%.

Each: 6 in., 90c.; 9 in., 90c.; 10 in., $1; 14 in., $1.35; 18 in., $1.80; 24 in., $2.70; 36 in,, $5.40.

Stillson wrench parts now take a discount of 50%.

Trimo pipe wrenches, discount 47½%.

Each: 14 in., $1.55; 18 in., $2.10; 24 in., $3.15.

Trimo wrench parts now take a discount of 40%.

Irwin auger bits are now quoted at 30% and Irwin car bits at 35%.

WHAT OTHERS SAY

Knows the Paper

"We shall be glad if you will forward 'HARDWARE AND METAL,' beginning with your next issue. The writer was a subscriber of yours for many years while in business in Guelph, and knows and appreciates the value of your publication.

"GEO. B. MORRIS,
Consumers' Hardware Co.
Lethbridge, Alta."

• • •

Money Out of Every Issue

"We make money out of every issue of HARDWARE AND METAL.

"G. R. WALKER,
(Walker & Merriam),
Tara, Ont."

MONTREAL MARKETS

THE MARKETS AT A GLANCE

Thirty-one towns served by the Grand Trunk Railway in Ontario are shut off entirely for freight shipments, through the operation of the embargo to points east of Toronto. In these towns there is service by only the one railway. The freight situation continues to be a perplexing one to wholesalers and merchants. Wrought pipe has advanced $4 per ton during the week and spades and shovels have been increased in price. White lead in oil, putty and linseed oil have all been increased in price. Other lines that have advanced include tarred and dry building paper, carpet felt, lamp chimneys and lantern globes, whisks and toy brooms, table cutlery, skinning knives, butcher knives, expansive bits, posthole augers, cross-cut saws, claw hatchets, lath hatchets, putz cream, ash sifters, rat and mouse traps, lamp wicks, heater wicks, repair parts for oil stoves, ovens and heaters. In spite of the handicaps, business has been fairly good during the week.

MONTREAL, Feb. 14.—The markets for hardware and the metals in Montreal this week are full of firmness of tone, though reports are rather to the effect that there is a quietness in business, and a hesitancy as regards heavy buying owing to the high prices prevailing. Deliveries also are extremely seriously hampered by railway congestion and embargoes. This applies to outgoing and incoming freights. Retailers in the country will appreciate the troubles and make allowances for wholesalers trying hard to send them supplies. One large firm of metal merchants in Montreal reported that a carload of plates consigned and on the rails at Cleveland in November, has not yet reached Montreal. The advances of various lines of goods are recorded in the matter following:—

Shelf Goods Again Show Advances Prices

SHELF GOODS.—Certain important lines of shelf goods have shown advances this week, and the market is watching other lines with care though conditions are not quite as "jumpy" as within a few months back.

Steel Squares Advance

Last week, HARDWARE AND METAL advised a possibility of advance in steel squares. These have gone up as predicted, and by about 25 per cent.

Cap and Set Screws

Cap screws are now 20 per cent. off for both square and hexagon head patterns. Set screws are 27½ off. Finish and semi-finish square nuts up to 1 inch are 27½ off. Over 1 in. they are 20 off.

Plain Grindstone Fixtures

Following are prices quoted by one large firm in Montreal on plain grindstone fixtures: No. 1 x 15 in., $5.25; No. 2 x 17 in., $5.60; No. 3 x 19 in., $6.60.

Riding Whips Advance

All lines of riding whips are reported up in price by fifty cents per dozen.

Wrought staples have advanced from a former discount of 62½ per cent. off to a discount of 60 per cent. off.

Scoops Show Advance

Coal, locomotive, and Jones' scoops show advances this week, the discount quoted being 30 off. Crescent brand quotes 20 and 5 off. All rivetted scoops, including Jones', are 25 and 5 off now.

New Extras on Scoops

New extras on black shovels and quoted this week also as follows: Full polish, add 75 cents (formerly 50 cents). Half polish, add 50 cents (formerly 25 cents).

Woodscrews Very Scarce

Woodscrews are reported very scarce in the lines used in munition work (1¾ in., 1 in., ¾ in., and 2 in. mostly, in various gauges, mostly 11 and 12), and there may be price advances in these.

Arrow Shades Cancelled

"Arrow" window shades (the lower priced quality) have been cancelled, according to report of a leading firm in Montreal, and the Dominion, higher priced shades, remain. This means a difference of 20 cents per dozen on window shades, but not on one line of window shades; it is only the cancellation of the cheaper line that raises the cost, as it were.

Rogers' Cutlery Up

There is a general advance in Rogers' cutlery lines, which will work out to about 5 to 10 per cent., according to opinions in Montreal, and Nevada silverware is advanced also by about ten or twenty per cent. Calculations were still to make on these numerous lines, but the advance is certainly there.

American Padlocks

A well-known line of American padlocks is subject to a further 5 per cent. advance, according to one wholesaler in Montreal. No new prices have as yet been issued.

Roofing Papers Up And Very Firm Too

ROOFING PAPERS.—Advances are made in roofing papers in Montreal this week, and the prediction is even made that prices as now quoted may advance again a hundred per cent. owing to the extreme difficulty of getting raw materials for roofing papers. No. 2 Dry is now 62 cents; No. 2 (tarred), 75 cents; Surprise sheeting, 67 cents; Ready Roofing, 2-ply, $1.10; Ready Roofing, 3-ply, $1.35; Heavy tarred and dry 100 lbs., and tarred felt, $1.36 per hundred pounds.

Trimo Wrenches Show Advance as Stillson's

WRENCHES AND PARTS. — Last week, Stillson wrenches advanced in Montreal as elsewhere, and this week Montreal wholesalers note advances in Trimo wrenches also. The same list as applies to Stillsons applies to Trimos. It was given last week. The discount mentioned by one large firm is 50 per cent. off. Following is the Trimo list as regards parts:—

Trimo	Nuts	Jaws	Frames	Spgs.
6-in.	$ .12	$ .75	$ .38	3c.
8-in.	.15	.80	.42	3c.
10-in.	.20	.85	.50	3c.
14-in.	.30	1.15	.60	3c.
18-in.	.35	1.75	.75	4c.
24-in.	.55	2.25	.95	4c.
36-in.	1.10	4.35	1.90	4c.

The parts list is also subject to 50 per cent. off, according to one large firm in Montreal.

Predicted That Wire Nails Will Reach $5

WIRE NAILS, ETC.—It is being quite freely predicted in an off-hand way, but with some seriousness of tone, too, that wire nails will perhaps reach $5 base for spring this year. No one looking into the iron and steel situation could doubt the possibility. Already wire nails are at $4.75 base, and there is a marked scarcity, the small sizes in fact not being delivered at present at all. Cut nails at $4.50 base are not in such important demand, but these, too may advance. So far no changes have been reported in wire in Montreal, but the market for all these products is very firm, and the situation is at the mercy of the steel and iron kings, and the manufacturers of the products made from these most valuable metals.

Serious Shortages of Sheets and Plates

SHEETS, PLATES, ETC.—Nothing more encouraging than was printed last week can be written this week as regards sheets and plates. The demand for tinplate is strong, and there is a distinct suggestion that this line might come in for sharp advances should the United States go to war in earnest. The market is very firm for this line. There are few

if any Canada plates left in Montreal, and prices quoted are merely nominal. To get any of these from England at present is practically out of the question. To secure any from American mills is almost as hard, and there is no one making them to help the market in Canada, nor can there be for some time, it is thought. Ten to sixteen gauge black sheets show some advances in price this week, as will be noted from current quotations. Bright cokes are also advanced a shade or two. Gorbals Canada Plates (galvanized) are also adjusted upwards in price. It is doubtful if any double coated tissue can be found in Montreal, and the same is true of charcoal tin plates at present.

Iron and Steel Situation "Worse"

IRON AND STEEL. — "Worse than ever" is the word of a leading metal merchant in Montreal as regards the situation affecting iron and steel supplies. Few mills are even considering orders at present, being filled up with orders already far in arrears. Domestic pig iron is quoted only nominally as last week at $40 to $45, and it is doubtful if any one could fill any large order for iron in a hurry, as delivery difficulties were never so pronouncedly bad. By paying the price, it is always possible to get goods, though not always in the quantity desired, but in the case of iron at present, even the price may not master the delivery difficulty. One line of tool steel quoted last week will be found shaded higher in price this week.

	Basis.
Common bar iron, per 100 lbs.	$ 3.40
Refined iron, per 100 lbs.	3.65
Horseshoe iron, per 100 lbs.	3.65
Norway iron	10.25
Mild steel	4.30
Band steel	4.30
Sleigh shoe steel	4.30
Tire Steel	4.50
Toe calk steel	5.20
Mining tool steel, per lb.	0.13½
Black Diamond tool steel, per lb.	0.14½
Spring steel	6.00

Stoves and Ranges And Coal Shortage

STOVES AND RANGES.—For the time being the market is rather dull as regards stoves and ranges. More activity is anticipated in the course of the next couple of months, but meantime there have been no changes in price to note though conditions in the iron trade all point to the great likelihood of further advances in articles made of wrought and cast iron, and steel. The coal shortage is causing grave anxiety and difficulty to manufacturers of stoves and ranges, as well as the iron and steel situation.

Lead and Zinc Goods Keep in Firm Market

LEAD, ZINC, ETC.—Just for the time being only, perhaps, lead products have not followed the upward rush of prices for the metal itself, that is to say, the prices of the principal articles manufactured from sheet lead and used in the plumbing and other trades remain for the most part as last week's quotations. The only alteration made is in fact an adjustment to easier figures for lead pipe to 14 cents per pound for coil lead pipe, and 15 cents for cut lengths and for lead waste pipe. The very low priced wire solder quoted last week is eliminated this week as wire solders generally are much costlier than other solders owing to difficulties of manufacture. Zinc shets remain as quoted last week. The market in all thes lines is firm.

Lead pipe, lb.	$0.14	0.14
Lead waste pipe, lb.	0.15	0.15
Lead traps and bends	Net list	....
Lead wool, lb.	0.15	....
Lead sheets, 3 lbs. sq. ft.	0.14	....
Lead sheets, 3½ lbs. sq. ft.	0.14	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.14	....
Cut sheets, ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	0.37	....
Solder, strictly, lb.	0.35	....
Solder, commercial, lb.	0.33	....
Solder, wiping, lb.	0.33	....
Solder, wire, lb.		0.52
Zinc sheets, per lb.	0.33	....

Advancing Market For Old Metals

OLD METALS.—Responding inevitably to the conditions as regards the ingot metals, the markte for old metals shows several price advances this week in Montreal. Heavy lead pie is up to 8½ cents, an advance of a quarter of a cent, and may go higher. Yellow brass has advanced a quarter of a cent; red brass has advanced a full cent. Light brass remains at last week's price. Heavy zinc is up by a cent and a half, and heavy copper by the same amount. The market for old metals is fairly firm, but there is some hesitancy in demand on the part of merchants while the present high scales of price maintain. There is scarcity of supplies which is partly attributed to the effect of railway congestion preventing shipments from moving freely from country points, and partly to the fact that manufacture of new goods has been retarded much by the war.

Tea lead	0. 6½	.....
Heavy lead pipe	0. 8½	.....
Yellow brass	0.16	.....
Red brass	0.20½	.....
Light brass	0.10½	.....
Heavy zinc	0.10	.....
Heavy copper	0.27	.....
Old cast iron, per gross ton	18.00	19.00
Stove plate, per ton	11.75	.....
Old rubbers, boots and shoes	0. 8¾	.....
Overshoes, lumbermen's rubber boots	0. 6½	.....
Auto tires	0. 5½	.....
Bicycle tires	0. 2½	.....

In Market For Metals Lead Takes the Lead

INGOT METALS.—Not quite so disturbed and excited in market as during the past week, the metals are this week still very firm, with lead occupying the prominent place, and causing comments in every lead using line of industry from painter to plumber. Antimony is also showing a stronger tendency. Tin is uncertain, and copper steady in price though scarce in supply.

Lead Advances Strongly

LEAD.—Quoted at as high as $9.75 per 100 lbs. in New York this week lead is in very excited market, and in Montreal transactions in this metal took place early in the week at $11.00 per hundred lbs., while for smaller quantities as high as $12.75 to $13.00 per hundred pounds was being quoted up to the middle of the week. Present prices of lead are said to constitute a new high record. Some Trail (B.C.) lead changed hands at $11.00 per 100 lbs. in Montreal. Supplies are very hard to secure owing to railway difficulties.

Antimony Leaps With Lead

ANTIMONY.—Although there was only light buying of antimony in Montreal this week, the market for this metal was in full sympathy with conditions in New York, and kept pace with lead in firming tendency. Prices per 100 lbs. varied from $32 to $33 for large quantities, to $35, $37.50 and even quotations of $38.50 for smaller quantities.

Copper Keeps More Steady

COPPER.—Perhaps because there is very little copper available in Montreal, and transactions are exceedingly difficult owing to the impossibility of giving guarantees as to delivery of future orders, copper was in steady market this week with prices ranging from $36 to $37 per 100 lbs.

Spelter Uncertain in Tone

SPELTER.—Varying prices were found on the Montreal market this week for spelter, and while some found the tone of market stronger, others inclined to quote easier prices than last week's. For small quantities $17 per 100 lbs. was quoted; and prices of from $14.75 to $15.00 per hundred also prevailed on the market.

Tin Showed Variations

TIN.—While some metal merchants found tin inclined to ease off a shade in price this week after the prominence assumed by this metal last week, others found the market still firm as ever for tin. In small quantities prices of from $56.00 to $57.00 were quoted. For larger orders $50 to $52 were the prices quoted. The market contains hints of firmness still, but is uncertain.

Aluminum Keeps Steady

ALUMINUM.—There is steadiness in the tone of the market for aluminum at present in Montreal. This metal is quoted at $18.00 per hundred pounds during the present week, and at the time of writing showed no untoward tendencies.

EVENTS IN THE TRADE

White's, Ltd., Acquire More Warehouse Space

Collingwood, Ont. — Whites, Ltd., wholesale merchants, have found it necessary to enlarge their warehouse facilities, and have acquired another building 30 x 65 ft., three storeys in height. To further facilitate the handling of business, the firm is making alterations in the present offices and salesrooms.

Fire in Summerside Store

Fire was discovered in the office of Brace & McKay's store, Summerside, P.E.I. The firm had been busy stock-taking, and at six o'clock the office was closed, it being the intention of the staff to return and continue their work, after tea. The papers were left spread out around the desk, and many were destroyed.

New Paper Board Mill

A new paper board mill, which will be erected in Winnipeg by J. D. McArthur, will be a sixty-ton board mill in which will be installed a 136-inch cylinder machine. Chip board and all kinds made from waste papers will be produced. It is expected that construction on the plant will soon start and that it will be in operation before the summer is over.

Northern Bolt to Enlarge Plant

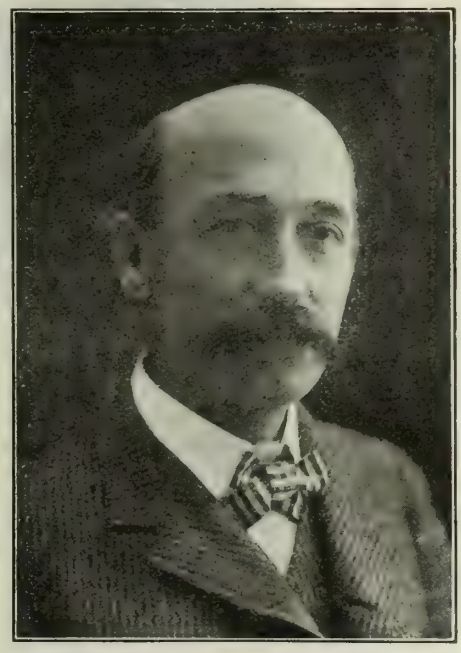
The Northern Bolt Screw & Wire Co., Owen Sound, has been incorporated with a capital stock of $500,000, to manufacture and deal in nails, bolts, screws, nuts, rivets, tacks, etc., tools, machines etc. The company proposes to build several additions to the present plant, including a new muffler furnace, concrete stock, additional nut-making machinery, steam crane, new hot galvanizing plant. Other additions will be a new clearing house about 30 x 50 ft., and a keg and case mill about 50 x 100 ft.

Harvie Pipe Mayor of Amherst

Amherst, N.S.—By one of the largest majorities ever given a candidate for Mayor, Harvie Pipe, of Dunlap Bros. & Co., wholesale and retail hardware was elected mayor. This is Mr. Pipe's first entry into the civic arena and it was only within the past two weeks that he acceded to the request of leading ratepayers to allow his name to be placed in nomination.

Col. Gartshore President of Fair

London, Ont.—Lieut.-Col. W. M. Gartshore, general manager of the McClary Manufacturing Co., was elected president of the Western Fair Association at the annual meeting held on Wednesday. He succeeds Capt. W. J. Reid, who died last year. As Acting President, Lieut.-Col. Gartshore presented the annual report to-day, in which he pointed out that this year the Western Fair would mark its semi-centennial, and he proposed a special celebration.



LIEUT.-COL. W. M. GARTSHORE, Who has been elected President of the Western Fair Association.

Lieut. Col. Gartshore has been taking an active part in public affairs and, among other important offices, he is chairman of the Hospital Board.

Business Changes

Windsor, Ont.—J. N. Richards, hardware merchant, has sold to J. A. Prieur.

Sinclair, Man.—W. H. Smith, hardware merchant, has sold out.

School Lake, Man.—Fishman & Robinson, hardware merchants, have discontinued.

Prussia, Sask.—Gryde & Marshall, hardware merchants, have dissolved, S K. Gryde continues.

Admiral, Sask.—The J. A. McGillivray Co., hardware merchants, have been succeeded by The Bird Hardware Co.

Medicine Hat, Alta.—Petitt-Bell hardware Co., Ltd., has dissolved, and the business will be continued under the name of the Bell Hardware Co.

Bladworth, Sask.—P. H. Robertson has sold out his hardware stock and fixtures to F. R. Robertson, formerly manager of J. H. Millard's hardware at Star City, Sask.

British Fair, Feb. 26—March 9

The British Industries Fair, 1917, will be held in the Victoria and Albert Museums and in the Imperial Institute, London, England. The trades which will exhibit in London are—Toys and games; earthenware and china; glass, fancy goods, stationery and printing.

New Incorporations

The Gladstone Brush Mfg. Co., has been incorporated at Ottawa, with a capital of $50,000, to manufacture brushes of all kinds at Toronto. The incorporators are: Eldon Moir, Donald L. McDonald and Oral N. Birchard, all of Toronto.

T. F. Shurly Co., have been incorporated at Ottawa with a capital of $200,000 to manufacture knives, axes and edged tools of all kinds at St. Catherines, Ont. The incorporators are: Theodore F. Shurley, George B. Burson and Harry Short, all of St. Catharines, Ont.

Industrial Notes

St. Catharines, Ont.—The St. Catharines Brass Works, Ltd., are building a foundry.

London, Ont.—The Hobbs Mfg. Co., contemplate building a large extension to their local art glass etc., manufacturing plant.

London, Ont.—Work on the new foundry of Beatty Bros, Limited will be started immediately and will cost approximately $30,000

Hamilton, Ont.—Construction work has been started on the erection of an addition to the plant of the Canadian Shovel & Tool Co.

Sarnia, Ont.—Large additions will be made to the plant of the Mueller Mfg. Co., and a considerable quantity of new machinery will be installed.

Montreal, Que.—The Canadian Consolidated Rubber Co., will occupy the factory on Inspector Street to be shortly vacated by the Ames-Holden-McCready Co.

Title for Hardware Manufacturer.

The list of New Year's honors contains the name of Hon. A. E. Kemp, who is raised to knighthood.

Honors and responsibilities have been crowding upon him recently. The conferring of knighthood follows fast upon his appointment to succeed Sir Sam Hughes as Minister of Militia and is well deserved in view of the high responsibility of his cabinet post.

Sir Albert Kemp's connection with the hardware industry is too well known to require mention. As president of the Sheet Metal Products Co., his name is familiar to every hardwareman in the country, and his latest honor will be heartily seconded in the trade.

St. John, N.B. News

Philip Grannan, retail stoves and hardware, who has been a member of the legislature from St. John, will be up for re-election at the coming general elections on February 24.

The hardware and electrical fittings store of A. P. Belliveau, Moncton, was destroyed by fire on February 7, when fire which started in his premises demolished the Minto hotel building in which his store was located. His loss was estimated at $5,000 with $2,000 insurance.

The contract for the sub-structure of the combination railway and passenger bridge across the Nerepis River on the St. John & Quebec Railway has been awarded to Powers & Brewer, St. John, N.B. The price for the sub-structure is between $50,000 and $60,000.

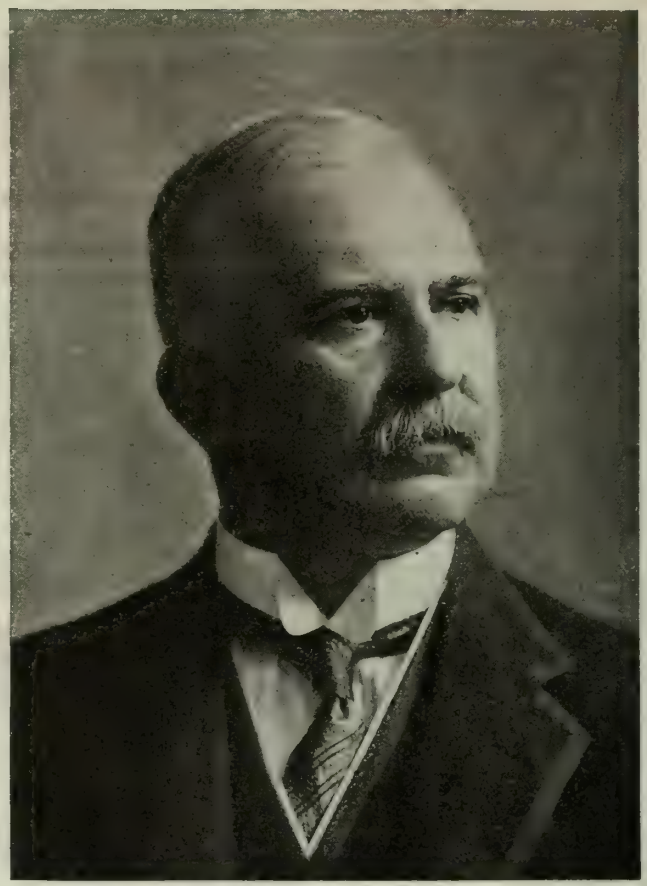
The hardware trade, which took a leading part in the introduction of the daylight saving plan in St. John last summer again is looking forward to the adoption of the scheme this year. With the co-operation of the various Boards of Trade it is expected that the plan will be put into effect more generally throughout the maritime provinces.

New Toronto Manager.

R. D. Fleming, for the past two years manager of the Toronto office of Wood-Vallance & Co., wholesale hardware, has been promoted to a position at the head office of the company in Hamilton. The Toronto business of the company will be managed by E.B.Ryan, who was formerly with McLennan & Feeley, in Vancouver and latterly with the hardware department of Robert Simpson Co., Toronto. Mr. Fleming will go to Hamilton next week and the duties connected with the Toronto office will be taken over by Mr. Ryan on Monday next.

Western Canada Notes

L. A. Ostrum is contemplating leaving Lomond, Alta. He is one of the pioneer citizens, his store being the second erected in Lomond



SIR ALBERT E. KEMP.
—Courtesy of International Press Service, Ltd.

Friends of Charles Wood, sec.-treas. of the Prairie City Oil Co. will regret to learn that he has been in a Cleveland hospital for nearly a month. His recovery is expected, however, and Mr. Wood should be back at work in a week or so.

The trade will learn with regret that Harry Cunningham, recently appointed manager in Winnipeg for Brandram-Henderson Ltd., paint manufacturers, was taken to the hospital on Tuesday last week. Mr. Cunningham has been ill for several weeks.

Personal

A Latham, of Latham's Hardware, Moose Jaw, Sask., left on Feb. 15 for a trip to Boston, Mass.

G. S. Pope, of the Utica Drop Forge Co., Utica N.Y., has started on a trip from Winnipeg to Vancouver, calling on the hardware trade.

G. H. Mahee, of Latham's Hardware, Moose Jaw, Sask., was a visitor at HARDWARE AND METAL'S office during the week.

L. Ross, representing H. S. Howland Sons & Co., Toronto, on the north shore, and who has been ill for some weeks with typhoid fever, has returned to his territory.

F. C. Carman, representing the Canada Dry Cells, Ltd., Winnipeg, and Interstate Electric Novelty Co., is back in the West on his semi-annual trip.

L. W. Simms, of St. John, N.B., president and managing-director of T. S. Simms & Co., brush manufacturers, was in Toronto during the week to give testimony on labor conditions in New Brunswick before the commission presided over by Justice Meredith. He was accompanied by A. O. Patriquen, foreman of the solid back department, and together they are making a trip through the Western United States, where the company is having some special machinery built for their brush factory.

Canadian Credit Men Have Retained Barrister to Draft Act

The Canadian Credit Men's Trust Association, Ltd., have retained H. P. Grundy, barrister, of Pitblado, Hoskin & Grundy, Winnipeg, to draft a Bankruptcy Act for submission to Association members, the wholesale trade of Canada.

Mr. Grundy claims that he can overcome the very serious difficulties exist-

ing in bankruptcy Acts in other countries, such as the establishment of bankruptcy courts, the appointment of expensive referees, the excessive legal charges, the delays and the one hundred-and-one other things that are the bugbear of other countries.

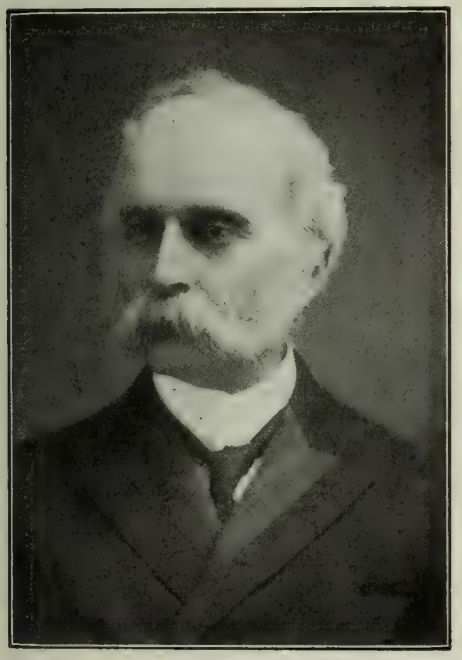
Two of the outstanding features of the Act will be compulsory liquidation of an insolvent debtor and the discharge of an honest debtor who has turned over his assets to his creditors.

Death of L. J. A. Surveyer.

Montreal, Que.—One of the pioneers of the hardware trade has passed away in the person of L. J. A. Surveyer. The death occurred on Friday at his residence, 357 Lagauchetiere Street, after a brief illness. He was 75 years old. The funeral took place on Monday.

The late Mr. Surveyor was born at Beauharnois, Que., his father being a medical practitioner there. He came to Montreal on completing his education and entered the hardware field with the late Thomas Davidson, of the Thomas Davidson Mfg. Co. In 1866 he started in business himself, opening a hardware store on Craig Street within a stone's throw of the stand now occupied by L. J. A. Surveyor Limited. Later he moved to Notre Dame Street, just across from the Court House. That was, at that time, near the heart of the city. Over thirty years ago he moved to St. Lawrence and Craig Streets and there the store has stood ever since.

Of recent years he had not undertaken much of the active supervision of the



The Late L. J. A. SURVEYER.

work, but his interest in the business remained keen to the end.

He married Miss Hectorine Fabre, a sister of the late Archbishop Fabre, of Montreal, and of the Hon. Hector Fabre, Canadian Commissioner in France. His wife predeceased him many years ago.

He is survived by four sons and three daughters: Edouard-Fabre Surveyer, K. C.; Arthur, civil engineer; Paul, advocate, and Gustave, merchant; Mrs. N. K. Laflamme (Eugenie), Mrs. Jules Fournier (Therese) and Miss Marie Surveyer.

CATALOGUES AND BOOKLETS

British Aluminum Calendar

The British Aluminum Co., London, Eng., with Canadian head office 60 Front St. W., Toronto, has issued an attractive 1917 calendar, showing The Dam, Kinlochleven. On the reverse side of the calendar is shown, a roll of honor of the staff and employees of the company. Close to 1000 employees of the company have given their services to the Empire.

"The Man Behind the Counter"

"The Man Behind the Counter" just published by The Stanley Works, is a thirty-six page booklet written to give clerks and salesmen some of the valuable selling points of Stanley Garage Hardware. These selling talks have been worked into a story which is built around a store meeting at which the buyer and the boss tell the boys about their Stanley Garage Hardware line.

Occasionally one of the clerks interrupt the buyer's talk with questions about the goods. The buyer or the boss answer with valuable selling ideas.

"The Man Behind the Counter" is illustrated with pictures of garages in various sections of the country which have been equipped with Stanley Garage Hardware.

A copy of this booklet will be sent free upon request to hardware dealers, clerks, or salesmen.

All requests for "The Man Behind the Counter" should be sent to the Stanley Works, New Britain, Conn., marked for the attention of the Service Department.

Auto Supply Catalogue

The Canadian Fairbanks-Morse Co., Montreal, have issued an attractively gotten-up dealers' catalogue of auto accessaries and motor boat supplies, etc. The catalogue is splendidly illustrated, many illustrations being in colors. Prices are shown for all articles listed in the catalogue. Copies of the catalogue No. 57 will be mailed on request.

Chicago Spring Butts

An attractively illustrated catalogue consisting of 40 pages, has been issued by the Chicago Spring Butt Co., Chicago, Ill., featuring the many lines of spring hinges made by the company. Copies of the catalogue, No. 32, will be supplied upon request.

WHEN RETAILERS NEED REVENUE STAMPS

(Continued from page 32.)

HOSPITALS.—"Hospitals are consumers when they purchase patent medicines to be used for their patients; but when they sell patent medicines to their patients, they are retailers, and the stamp must be imposed at the time of sale."

CANCEL STAMPS.—The person selling, the importer, and the manufacturer or producer whose duty it is to affix a stamp under this section, shall at the time the stamp is affixed cancel the same by writing on or across the stamp initials or other marks of identification, together with the date of such writing, or otherwise cancel the stamp in accordance with regulations made by the Minister.

The Sale of Wines.

The adoption of prohibition in the majority of the provinces has made the clauses respecting wines of little importance.

It should be noted, however, that "unfermented grape juice is exempt," and "all wines made from other fruits than the grape," are exempt also.

When a bottle of wine is opened to sell by the glass, a stamp must be affixed and cancelled, with date and initials of proprietor.

PRACTICAL SHEET METAL WORK

(Continued from page 50.)

drawing a solid line through the points of intersection.

This will give a one-half pattern up to point K.

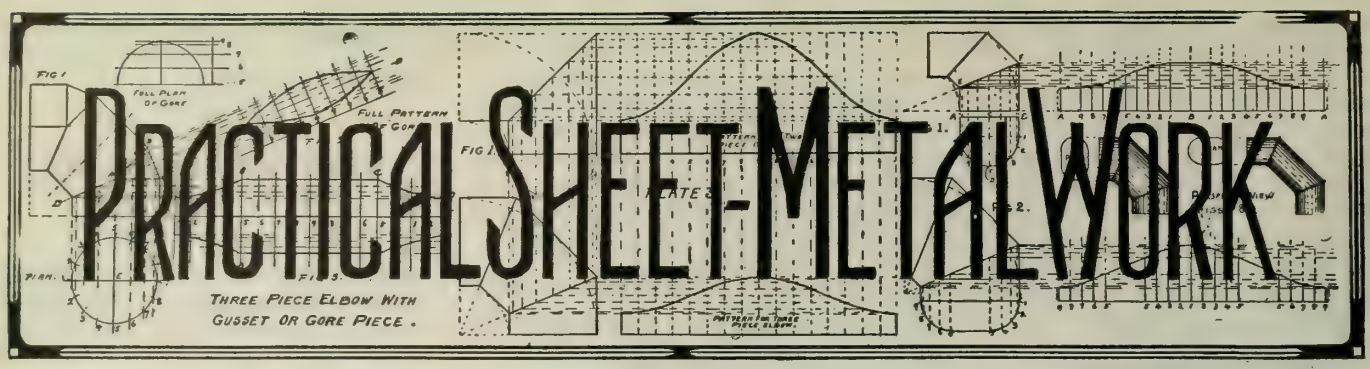
Fig. 4 shows how the top piece A, B, K, is developed, which is really a repetition of the course followed when drawing the half pattern, except that the full pattern of this piece is shown, by simply placing the compass on the stretchout line C, D, at the different points 1, 2, 3, 4, 5, 6, 7, and 8, and, dividing the vertical lines into equal portions below the stretchout line.

(Continued in next issue.)

PAPER A MONEY-MAKER

"Your paper has been a money-maker for me by following the markets in each number. I would not like to be without it.

"E. E. JOHNSTON,
Lansdowne, Ont."



BY THOMAS STANFIELD

IN the last issue we dealt with the inside round piece in connection with an extension chimney top, the accompanying plate shows the top part of the chimney cap, and how to develop the pattern for it.

A full elevation of the whole extension is shown in Fig. 1, along with plan of cap. First draw the tap as shown at AA, BB, CC, DD, and EE, this to be same size as the octagon piece shown in plate 40 which appeared in last issue. Next draw the plan, with line intersecting any two sections and the centre E. Now draw a vertical line as in Fig. 2, A, D, E, B, and with compasses measure off the various distances between line E in plan and points AB, AB, DE, DE to the vertical line in Fig. 2. To procure the true length of material required for the pattern, transfer the measurements from one side of the elevation B to E, E to D and D to A, to the vertical line in Fig. 2, by joining the various points of intersection. The pattern for one side of the octagon piece is now complete. This is all that will be needed, as all the eight sides are the same. Allow as shown a small piece of sheet metal for joints which is generally riveted.

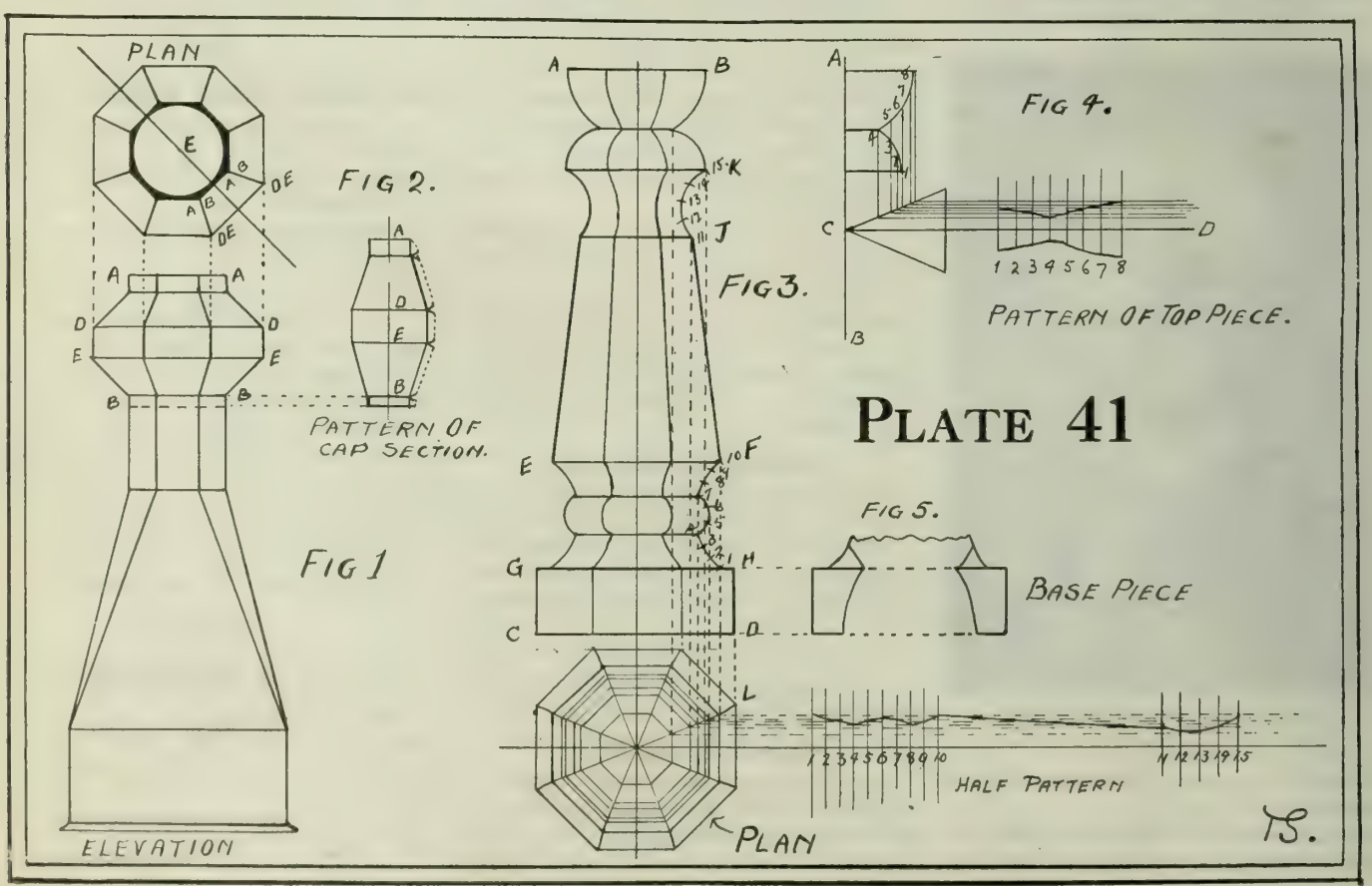
Fig 3 shows the plan and elevation of an octagon stand or newel post. While there are not very many of such articles made these days, the developing of the patterns will prove very interesting practice. First draw the outline shape as shown at A, B, C, D, E, F, next the plan, dividing same with eight equal parts from the centre. The outer corners will show the student how to arrive at the proper way to design the proportions on the post equally, by drawing lines from the moulded parts to the mitre lines on the plan. The base CD, is merely an octagon box with hole in top of same, which will, when complete, be covered over by the post. Fig. 5 shows shape of braces that may be fitted inside the base piece to stiffen it.

Now draw a stretchout line in line with centre of plan and measure the side of post from points H, F. J, K, as follows H, 1, 2, 3, 4, 5 and so on to 10, then the true length between F and J in one measurement. Next from J to K into smaller parts, transfer these measurements to the stretchout line.

From these points on side of elevation draw a number of vertical dotted lines down to the mitre line L, and again from points developed on mitre line L draw a number of lines parallel with the stretchout line.

After drawing vertical lines across these parallel lines at the various points 1, 2, 3, 4, etc., till 15 is reached, only one more operation is required, viz., that of

(Continued on page 49.)

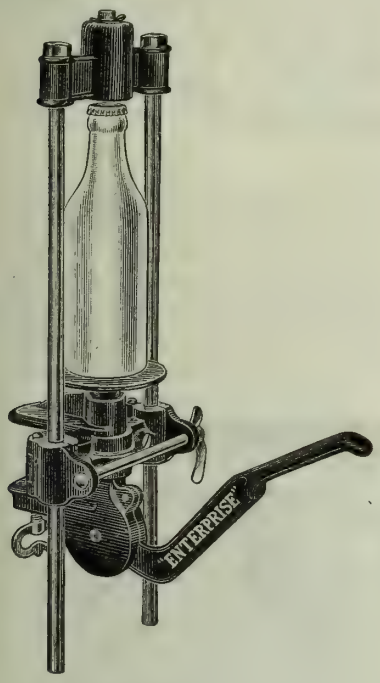


NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BOTTLE CAPPER

The Enterprise Mfg. Co., Philadelphia, offers to the trade a new product called the "Enterprise" bottle capper, here illustrated. The makers state that any size bottle, from 3 in. to 14 in. high, can be capped with this machine. The adjustment for height is accomplished by loosening the clamping cross bar by means of the thumb nut. This will allow the sliding up or down of the side rods. The makers claim that two dozen bottles can be capped in the same time required

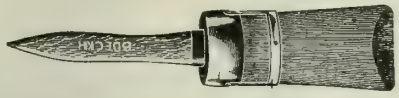


Enterprise Bottle Capper.

to cork, tie and seal one bottle in the old-fashioned way, besides relieving the labor necessary to press corks tightly. The capper is said to be especially adapted for use in bottling establishments of all kinds, drug stores, canning clubs, for citrate magnesia, and the home for bottling grape juice, catsup, etc. The height of the capper over all is 23 in.; height above table, 16 inches; width, 7 inches; weight, 8½ lbs.

STEEL GRIP RUBBER SET BRUSHES

The Boeckh Bros., Co., Toronto, announce a new line of "Steel Grip" rubber set paint, varnish, stencil, glue and shaving brushes. The makers state that the combination of a steel grip and rubber setting gives such a secure grip that each bristle is held firmly and cannot come out. The bristles are set in thoroughly hardened, best quality rubber, reinforced and protected by Boeckh's steel



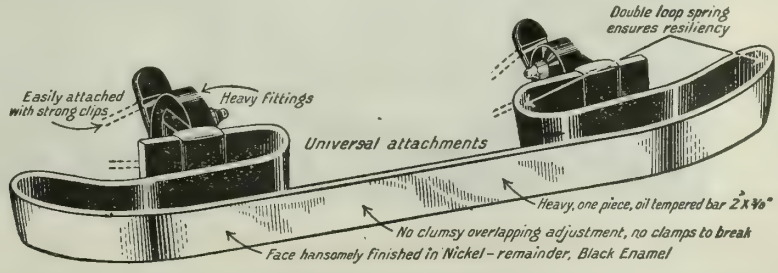
Boeckh Bros. "Steel Grip" Rubber-set Brushes.

grip, or compressed steel ferrule. There are several designs in the new brushes, and a special catalogue covering same is being prepared. Copies and complete information regarding the new line will be mailed on request.

NIAGARA BAR BUMPER

Kinzinger, Bruce & Co., Niagara Falls, N.Y., are marketing the Niagara resilient spring bar bumper. The makers state that it is a fact that in most cases of collision with another car or the garage door frame, or a tree or pole, the blow is taken near the end of the bumper bar, and not in the middle. The "Niagara" universal spring bar, therefore, is made with a double spring loop at both ends, so as to afford the greatest amount of resiliency at that part of the bumper which most often takes the shock. The oil-tempered bar is made of somewhat stouter stock than is generally used, and this, it is said, will stand up under severe usage, and protect the car from strain, and the lamps and radiators from damage.

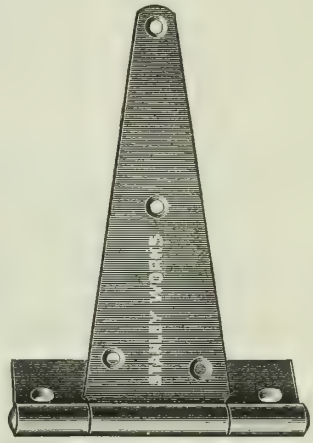
The universal attachments fit most of the popular cars in use in Canada today, and are adjustable, so that bars can always be fitted in proper position for appearance and efficiency. Prices and descriptive matter can be secured by writing to the manufacturers.



Niagara Bar Bumper.

STANLEY HEAVY T-HINGE

The Stanley Works, New Britain, Conn., has placed on the market a heavy T-hinge, with reverse pad. Very little time and labor, it is claimed, is used in applying this hinge, as the jamb of the door only is mortised, the door put in place and the surface leaf applied to the surface of the door. These SC963 JI hinges are packed with screws, one pair in a box, and also in complete sets of hardware for the garage door. These



Stanley Heavy Tee Hinge.

sets consist of hinges, bolts, latches, hasps, door holders and handles. These reverse pad T-hinges can be furnished in 10-12-14 and 16-inch sizes, and are finished in dead black japanned. For further information, prices, etc., write to the Stanley Works, New Britain, Conn.

Flight Sub-Lieut. G. Reginald Marshall, R.N.S.A., son of Geo. A. Marshall, manufacturers' agent, Toronto, who is now in France, has secured his pilot's certificate and will shortly return to England, from whence he will probably be ordered on active service.

WEEKLY PAINT DEPARTMENT

Get Started on Spring Plans

The Big Selling Season for Paint is Coming Closer — In Spring the True Hardwareman Gets the Paint Fever—HaveYou Got It?

IN three weeks' time the winter will be losing hold. The hardest season in the paint department is, therefore, getting near its end and the biggest and busiest season is close at hand.

This means that the hardware dealer who aims to make his paint profits big must be planning and preparing for the big spring campaign. The comparative stagnation of the late winter must be made to give way to the impending rush and skurry.

The first step is to get the stock sorted up and ready, and it is not too early to get started on this preliminary step. Paint tins have a tendency to get dusty and dingy during their winter sequestration. A dull afternoon might be selected for a cleaning up bee in the department. Have all the tins dusted and brushed up, the labels adjusted, the stock properly sorted—and then bring it forward to the part of the store where it is intended to lodge the department for the "spring drive." It is not too early to do this. In fact, it will soon be too late, because the trade will soon be starting.

Once said a hardwareman who had been out of the active retail field for a few years: "The first sign of spring almost make me restless. I feel as though I wanted to get back behind the counter in the paint and brush department." Early spring arouses different longings in different men. Some want to get away with a fishing rod, some want a gun. This man true to his long training, felt the tug of the old spring race for the dollars and cents that are to be collected in the paint business.

As these lines are written the sun is shining brightly and Old Sol is busy undermining the constitutions of the snowdrifts. Tomorrow it may be as cold as Greenland again; but, forgetting the possible vagaries of weather man, the fact remains that to-day there is a feeling of spring in the air. If those who read this article have the real hardware spirit—the spirit of the ex-hardwareman quoted above—they will be feeling the desire for a start on the spring paint campaign.

Obey that impulse! Get started on your preparations at once.

It is time to think of displays of paint and accessories. Herewith is shown a neat and practical suggestion.

B. T. Brochure, No. 33

Beatty Bros., Ltd., Fergus, Ont., have just issued Brochure No. 33, a treatise on barn construction, printed in French. Copies will be mailed on request.

Boeck's "Steel Grip" Rubber Set Brushes

The Mark that Guarantees the Perfect Brush

The Boeckh Trade-Mark has long been recognized by the trade as synonymous with the Highest Standard of Brush-making.

This Mark is also coupled with "Steel Grip" reputation, which has won recognition from merit, and the "**Bristles Can't Come Out**" feature. Added to this Steel Grip we have coupled the Rubber Set feature, which ensures not only a firm, but a lasting grip—consequently Boeckh's Brushes have won the good-will of practical men who were quick to see the advantages of "Steel Grip" Rubber Set Paint and Varnish Brushes over ordinary makes.

Our Catalogue should have a place near your order desk ready for service.

The Boeckh Bros. Co., Ltd.

Toronto, Canada

JAMIESON'S
Pure Prepared Paints

The quality of Jamieson's Paints gives them a long life after application.

This feature and the ease with which Jamieson's are applied without fuss or muss has kept Jamieson's Paints on the market for over fifty years, and what interests you—the dealer—is our liberal profit.

Have you looked into ur proposition? Let us tell you about it.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

TORONTO

TORONTO, Feb. 16.—There have been some important changes in paint lines during the week. White lead has advanced 50c per hundred, and putty has also been moved upward. Turpentine in some quarters is quoted down, and there is an easier tone to this market. Shellac has been moved up from the lower levels, and there is a firmness in the market that to some wholesalers clearly points to higher prices in this commodity. Linseed oil held in a firm market at the prices quoted last week, with a continued tightness in the matter of getting flax seed. Stocks are comparatively light, and the oil is hard to obtain. Glass manufacturers in the United States have withdrawn their prices, which is taken as a precursor that higher prices are inevitable in the producing centres. Wholesalers have not yet started to make shipments on spring orders on account of the freight situation, as is their custom about this time of year in normal times. Some concerns report a heavy forward booking on paint, which to some seems to indicate that merchants are stocking up in anticipation of still higher prices.

Linseed Oil Supplies Are Somewhat Meagre

LINSEED OIL.—Owing to the curtailed operations of the crushers through their inability to get flax seed from the Canadian West, supplies of oil are rapidly dwindling. There is considerable inquiry for oil, but very little to be had. Prices have advanced 5c per gallon during the week, and a firm position is maintained. Cash flax seed at Winnipeg has been sagging toward lower levels. The price on Wednesday of this week was $2.50 per bushel while the closing price on Wednesday of last week was $2.55 per bushel. On the previous day, Tuesday of last week, seed was at $2.50¾ per bushel. There continues to arrive at Winnipeg a stream of cars of flax seed for inspection, although the number is not large. For the six days ending with Wednesday of this week the number totalled 68 cars, which is slightly over 11 cars per day. But, as pointed out in these columns heretofore, the price of seed is not the dominating factor in the market at present. If seed were being given away at Winnipeg, and the embargo on the transportation of seed held as firmly, there would still be the acute situation with respect to linseed oil in the Eastern consuming centres. When the relief will come will depend entirely on the freight situation. Following are the quotations :

	Raw Per gal.	Boiled Per gal.
1 to 2 barrels	$1.40	$1.43
3 to 5 barrels	1.39	1.42
6 to 9 barrels	1.37	1.40

Turpentine Quoted Lower in Some Cases

TURPENTINE.—In the primary market there was a decline of 2c per gallon in turpentine quotations during the week, but at the decline there is now evident a firmness owing to the fact that a heavy frost is reported to have burst many of the cups that are attached to the long-leafed pine to catch the sap or gum. It is stated that this may have the effect of delaying the March and April movement of turpentine and rosin. Lessened receipts as a result of this condition may have the effect of putting a firmness in the market for delivery during February, March and April. Locally the demand for turpentine has been light. For the most part prices held steady, but in some instances they were quoted down 2c below the lowest quotation of last week.

	Per Imp. gallon.
1 barrel lots	$0.75-0.81
2 to 4 barrels	0.74-0.80
5-gallon lots	0.80-0.88

White Lead in Oil Has Advanced 50 Cents

WHITE LEAD IN OIL.—The firmness that was noted in the white lead in oil market for several weeks past has developed into higher prices and an advance of 50c. per hundred pounds has become effective quite generally. In less than ton lots the price is now $15.30 per hundred pounds and in ton lots $15. There has been an excitable market in pig lead during the week at the primary points and advances of 75c. to $1.25 per hundred pounds have been made. In the New York market pig lead was quoted up as high as $9.25 and $9.75 during the week as compared with $8.50 a week ago. In the face of the linseed oil situation which makes it impossible for the crushers to get seed from the Canadian West as long as the embargo holds tight, and also in the face of the position in pig lead, there is a continued firmness in pig lead at the recent advance.

Firmness in Paint Due to Oil and Lead

MIXED PAINTS.—There is a continued firmness in the price of ready-mixed paints due to the situation in linseed oil and the higher price for white lead. Furthermore, with white lead in oil in a strong position and higher prices anticipated in that quarter there is every indication that mixed paints are in a strong position. Some of the manufacturers report their bookings for forward delivery have been heavier than at any season in the past. They give it as their opinion that merchants have been stocking up to some extent, at least the size of their orders would seem to indicate this trend in the business. Wholesalers have not yet started shipments of their spring orders, being dubious about the freight situation. It is usual at this time of the year to begin deliveries.

Putty Has Advanced 20c Per Hundred Pounds

PUTTY.—An advance of 20c. per hundred pounds has been made effective in price of putty during the week. Bulk putty in casks is now quoted at $3.40 per hundred in less than ton lots, $3.85 per hundred pounds for 100-lb. drums, $3.95 for 25-lb. drums, $4.20 for 12½-lb. irons, and $4.10 for bladders in barrels. In some quarters quotations are made 10c. below these figures in each instance. The scarcity of whiting and the high price of linseed oil are accountable for the increase in price.

Glass Manufacturers Have Withdrawn Prices

GLASS.—Dealers have been notified by the manufacturers in the United States that recent quotations on glass have been withdrawn pending the issuance of new ones. This is taken as a strong indication that there will be higher prices at the producing centres in the near future. One of the manufacturers

Follow the Line of Least Resistance

Paint widely advertised and favourably known is half-sold.

If you stock it, your turnover is more frequent. You do not have to try so hard to sell it, and can devote more time to promoting the sale of other merchandise.

Follow the line of least resistance and sell

B-H "English" Paint

because it is advertised so much, and known so well that it moves frequently and profitably.

Its reputation, based on satisfactory performance, is being brought home to your customers daily in the newspapers, magazines and bill-boards.

You can cash in on this advertising every day if you are one of our agents.

If we are not represented in your town, we will be glad to hear from you.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

has already advanced their prices 16 per cent. and this is taken as a probable basis to anticipate the amount that other manufacturers will increase. Manufacturers assert they are having great difficulty to get sufficient supplies of natural gas for the operation of their plants, and this coupled with inability to get raw materials in sufficient quantity has caused the firmness. Locally glass is being quoted at 15 per cent. off list for the most part. Stocks are fairly heavy in this district.

Shellac Moves to Still Higher Levels

SHELLAC.—Continued firmness in the shellac market has caused some of the dealers to move their prices upward from the lower levels quoted last week. Pure white is now being quoted from $3 to $3.25 per gallon, and pure orange as high as $3 per gallon. There are intimations from well-informed sources that prices in this commodity will in all probability be higher. Gum shellac has also been quoted up at higher levels, the range being given in the current quotations.

Question of Price of Glue is Not a Factor

GLUE.—There is an excited market for glue and dealers who have supplies have little trouble in disposing of their holdings. Their one concern apparently is to limit the sales in order that they may be able to take care of their customers' needs. Larger users of the commodity are eager purchasers and are buyers regardless of what price may be asked. Glue stocks are very light at present and further supplies seem difficult to obtain. Prices quite generally have been moved upward during the week for any stocks that remain. English common sheet glue is quoted at 30c. to 35c., English prima at 38c., cake bone at 30c., hide glue at 35c. to 38c., and ground glue at 30c. to 33c. Quotations are merely nominal as dealers are conserving their supplies.

MONTREAL

MONTREAL, Feb. 15. — White lead in oil is the most firmly advancing feature of a market which is firm generally this week, and prices have altered upwards, as predicted in HARDWARE AND METAL last week. Putty is also advanced this week. Linseed oil is in seriously complicated condition, and whiting is harder than ever to secure. Turpentine is in a market with every indication of advancing prices, though primary markets show fluctuating symptoms. Glass looks like advances before long, though still marketed at prices which have maintained until they are coming close to actual cost and even less than cost. Shellac is showing signs of distress following notice of a British embargo against further supplies from India. The market for brushes is still firmer than ever, and likely to remain so.

White Lead in Oil Advances in Price

WHITE LEAD IN OIL.—As indicated very plainly in HARDWARE AND METAL last week, white lead in oil was simply bound to advance in price, owing to the tremendous advances in the metal, and the stringent situation as regards the oil. An advance of fifty cents per 100 lbs. in white lead in oil went into effect on Friday of last week as predicted, and the new prices are as follows:—

White Lead in Oil	Per 100 lbs.
In 1 ton lots	$14.80
In 5 ton lots	14.50
Less than 1 ton	15.10

As the metal has since last week continued to advance heavily in price, and there is no relief as regards the oil, while any relief will probably affect supply rather than price scales, very marked tendency to firmness still exists as regards white lead in oil and there might be a further advance before long.

Linseed Oil Still Very, Very Scarce

LINSEED OIL.—There is this week no relief as regards the unprecedented difficulties which beset linseed oil. Crushers are doing their best to take care of customers' requirements, but there is not much oil even in reserve, and consequently the large users of linseed oil are not parting with any to the retail trade if they can possibly help it. The nominal quotations for linseed oil, as given last week were advanced this week by firms willing to quote a price, though not in the market to sell linseed oil, the lowest quotation for raw linseed oil being put at $1.25 a gallon. Hope of better things as regards supply was held out in the shape of assurance that the present trouble is more on account of railway congestion, and that there is a good supply of flax seed in the Northwest, which will mean sufficient oil for requirements when the railway difficulties show some improvement. Prospects, however, are not for much lower prices in linseed oil for the immediate future. There is every indication of firmness in the matter of price for some time. Following are the nominal quotations this week:—

Linseed Oil	Raw	Boiled
1 to 4 bbls.	$1.25	$1.28

Turpentine Found in Firmer Market

TURPENTINE.—While hints were heard of passing easing of markets for turpentine in the South, no change could possibly be made in Montreal turpentine conditions by so transient a factor, and some firms indeed found the market for turpentine going towards greater firmness in Montreal, with turpentine quoted as high as 80 cents a gallon in carload lots. The higher quotations in the range of prices last week were advanced by one firm fully five cents on account of this firmness of tone detected in the market locally, and said to be due to the great difficulty of getting supplies into Montreal, owing to railway congestion and embargoes. Other firms shaded the lower quotation up by a cent to 80 cents per Imp. gal., the range of prices being:—

Turpentine	Per Imp. gal.
1 bbl. lots	80—87c.
2-4 bbls.	79—86c.
5-10 bbls.	78—85c.

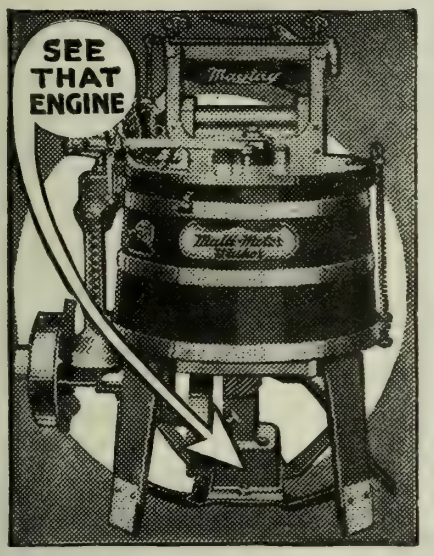
Mixed Paints Still Steady in Price

MIXED PAINTS.—The situation as regards mixed paints is much as described last week without any change except in the direction of rather intensifying the difficulties of the paint makers. Ray materials are more difficult to get just at present, in spite of improvements in production since the early days of the war, and the railway situation has a serious effect upon imports of goods that are required. Still with spring trade just at its height there will probably not be any advance in paints just at present, however justifiable the markets for raw materials go beyond all bounds. This might happen should the United States get actively into the war, and it is not very safe to make predictions at present as regards mixed paints.

Glass Very Firm Putty Avances 20c.

GLASS AND PUTTY.—Glass prices have not advanced, but are very likely to advance in the near future, because supplies are so very difficult to secure, and the effect of fuel shortages is exercising a firming influence upon the sources of supply. Only the presence of large stocks of glass in Montreal purchased at formerly prevailing prices keeps prices at the present reasonable levels considering state of the market. Glass is actually being sold in some instances in Montreal at prices below cost to replace, and advances are therefore certain to come sooner or later. Putty has advanced 20 cents in price per 100 lbs. due to the shortage of whiting, and price of linseed oil. It is impossible to secure whiting now from Britain without assumming all war risks which are heavy, and this has helped advance the market for putty. Prices now are for bulk in barrels per 100 lbs. $3.10 for five-ton lots in 100 lbs. irons $3.55 per 100 lbs.; in badders in barrels $3.80 per 100 lbs., and in 100 lb. kegs $3.90 per 100 lbs.

We Are Coming To Ontario and Quebec. For Particulars, see below



We have about completed arrangements to have our entire line of washing machines handled by the wholesale trade in both Ontario and Quebec.

Our policy is to give an exclusive contract to one dealer in a town. Applications for agencies will be considered in the order they are received.

There's a Maytag washer of every type—hand, power-driven, electric, and multi-motor—all built to the enviable Maytag standard, and guaranteed for life against mechanical defects.

If interested, write us for full particulars.

The Trade in Alberta should address their inquiries to the Merchants Hardware Specialties, Limited, Calgary.

THE MAYTAG CO., LTD.

Logan and Arlington, WINNIPEG, MAN.

The Berry Wagon is as popular as ever.

You should always have one in your show window, it is a never failing source of attraction. No more striking advertisement was ever devised for the dealer, and you can use it in many profitable ways to influence business. The wagons cost you nothing when ordering our Architectural Finishes

All Berry Brothers' products are staples of the varnish supply trade and our label is accepted without question as a mark of quality.

Berry Brothers' line is a sure basis for a growing varnish trade.

Our price list and dealers' proposition will interest you. Write for them.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
ESTABLISHED 1858
WALKERVILLE ONTARIO
(453)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok- or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.25; 22 long smokeless, $7.50; 22 long rifle smokeless, $8.75 per M.

Sporting Cartridges — Centre Fire Smokeless—303 Winchester, $32.75 per M.; 303 Savage, $32.75; 303 British, $95; 32 Winchester special, $32.75; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $2.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled. $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12.00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:
Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz......	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.........		10 00
No. 3, doz.........		10 80
No. 4, doz.........		11 60
No. 5, doz.........		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 20, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.35-$1.45
Cut Lace Leather, lb..$1.50-$1.65

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 20%.
Carriage Bolts ($1), list, 7-16 in., 5%.
Machine Bolts, ⅜ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3) list. 10%.
Whiffletree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts. 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.......	5 50
3 sections, 5 ft., doz.......	6 80
3 sections, 6 ft., doz.......	8 20

BOILERS (Range)

30 gal. Standard	10 00
30 gal. extra heavy	12 50

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in.......	7 00
No. 2—18 in.x28 in.......	7 60
No. 3—20 in.x30 in.......	8 00

BOARDS (Ironing)

Size 12x60 ins., doz........	8 00
Size 14x60 ins..............	9 00
Folding, 14x58 ins., doz...	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)..		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814..........	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Butts—
Chicago Spring Hinges, 10%.
Triplex Spring Hinges, 40%.
Chicago Mortise Floor (5000) 40%
Chicago Relax Floor (6000), 45, 7½%.
Chicago Premier (4000), 25%.
Chicago Ajax (3000), 25%.
Chicago Fire Station, List.
Lavatory Door Hinges, 20, 10, 7½%.
Chicago Screen Door (2000), 50%.
Chicago Screen Door (3000), 25, 5%.
Non-Hold Back Screen Door Steel, 40, 20%.
F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—⅛ in., $14.70 per 100 lbs.; 3-16 in., $10.20; ¼ in., $7.80; 5-16 in., $6.90; ⅜ in., $6; 7-16 in., $7.65; ½ in., $7.45; ⅝ in., $7.25; ¾ in., $7.15; ⅞ in., $7; 1 in., $6.85.

B.B.B. chain is priced as follows: ¼ in., $13; 5-16 in., $11.10; ⅜ in., $10.30; 7-16 in., $10.05; ½ in., $9.85; ⅝ in., $9.65; ¾ in., $9.50; ⅞ in., $9.35; 1 in., $9.20.

Fire Welded—7-16 in., $6; ½ in., $6; ⅝ in., $6; ¾ in., $6.

B.B.B. Crane Chain—¼ in., $9 per 100 lbs.; 5-16 in., $8; ⅜ in., $7.20; 7-16 in., $7.20; ½ in., $7.20; ⅝ in., $7.20; ¾ in., $7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $12; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS, FOOD .. ..

Universal, No. 0.......	$14.40 doz.
1.......	17.40 doz.
2.......	20.40 doz.
3.......	25.80 doz.

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths..	$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths...	5.15
19, 6-strand, 100-ft.lengths..	4.35
19,, 6-strand, 50-ft. lengths..	4.60

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	53 50	53 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, list, plus 10%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets.	7 00	6 75
All bright, 52 sheets	7 75	7 00

Galvanized

	Apollo	Crown	Gorbals
18x24x52 .	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$22 00
IX, 20x28 base	26 00
IXX, 20x28 base	30 00
IXXX, 20x28 base	34 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	9 00
IX, 20x28 base, 56 sheets..	10 00
IXX, 20x28 base, 56 sheets	12 00
IXXX, 20x28 base, 56 sheets	14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $16.50; 216 lbs., $17.50.

COKES, BRIGHT

Bessemer Steel—

41x20 I.C. base	9 25
20x28 I.C., double box......	18 50

CLOCKS

Big Ben 2 40

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle....	60
Disston Brand	50
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

The S-W Agency is an Asset to any Business

THE merchant who is fortunate enough to be the exclusive agent in his district for Sherwin-Williams Paint Products has an asset that means more than just selling paint.

Every possible user of paint knows the high quality that has made the S-W trade-mark famous throughout the world.

The S-W Agency Sign

on any store will prove its biggest business asset, for it indicates the same reliability for the merchant as is contained in S-W Products.

It expresses a comfortable confidence that increases sales and profits and helps to sell to paint users practically every other line of goods that the merchant carries.

Let us tell you about the "S-W Full Line Agency" and how it acts as a trade-magnet.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER.
LONDON, ENG.
Head Office: MONTREAL

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs.	2 45
Mounted No. 115, each	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $18; 9-16 in., $27.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%: extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%: all maple and oak axe handles, 37%; all other hickory handles. 37%; hickory cant hook and peavie handles 25%: maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%: ash carriage neckyokes 25%: ash and hickory carriage, buggy and democrat whiffletrees 35%: twin neckyokes 40%; chisel and file handles 40%: Pearson horse pokes 35%: dictator, Champion and Climax horse pokes 30%: wood bow rake 25%: wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	7 30
Atlas, No. 2	8 50
Stearns, 4 in.	6 00
Stearns, 5 in.	8 40
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
Storm King and safety hanegrs, doz.	7 00
Steel track, 1¼ in.	6 75-7 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 35
Perfection No. 130, N.P., ea.	3 75
Perfection No. 125, Jap., ea.	3 25

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 00
Over 14 in., per 100 lbs.	6 50
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.90: No. 1 and smaller, $5.15; show pattern, No. 2 and larger, $5.15: No. 1 and smaller, $5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $5.35; No. 1 and smaller, $5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.75: special countersunk steel, all sizes, 0-4, $7.25; toe weight steel shoes, all sizes, No. 1 to 4, $7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $2; No. 2 and larger, $1.90; "Sharp" No. 2 and larger, $2.10; "Sharp" No. 1 and smaller, $2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 40	4 00
Refined bar steel	....	4 25
Refined iron, per 100 lbs.	3 65	4 40
Angles ....base	....	4 50-4 75
Horseshoe iron, per 100 lbs.	3 65	4 25
Norway iron	10 25	7 50
Mild steel	4 30	4 25
Band steel	4 30	4 50
Sleigh shoe steel	4 30	4 50
Tire steel	4 50	4 45
Toe calk steel	5 20	6 00
Mining tool steel, per lb	0 13½	0 14
Sheet cast steel, lb	....	0 25
Spring steel	6 00	6 00

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 15
Mrs. Potts, No. 50, nickel-plated, per set	1 30
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	19c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 22 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.		8 50
Jumbo, doz.		10 00
Jap'd Dash, doz.		11 25
Search Dash, doz.		11 75
Searchlight, No. 20, doz.		19 50
All brass		24 75
Little Bobs	1 75	2 35
Copper, well japanned, doz.		14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast	....	0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	3 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LEAD

Pig, see weekly report.	Mont'l Lb.	Tor'to
Lead wool	0 13	0 13
Sheets, 3 lbs. sq. ft.	0 13¾	0 14¾
Sheets, 3½ lbs. sq. ft.	0 13¾	0 14¾
Sheets, 4-6 lbs. sq. ft.	0 13½	0 14⅝

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A......
B.T. Bonnie, style B......
B.T. Ideal ....
B.T. Ideal Power ....
B.T. Ideal Water Motor ..
B.T. Cyclone ....
B.T. Cyclone Water Motor
B.T. Vollmar, No. 2 ......
B.T. Vollmar, No. 3 ......
Forest City, engine-driven
Forest City, electric ......

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch	..$1	3 inch	... 10c
1⅛ inch	..$1	3¼ inch	... 10c
1¼ inch	..65c	3½ inch	.. 10c
1½ inch	..40c	4 inch	.. 5c
1¾ inch	..40c	4½ inch	.. 5c
2 inch	..30c	5 inch	base.
2¼ inch	..30c	5½ inch	base.
2½ inch	..15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails — Montreal, $4.50 base; Toronto, $4.50 base; London, $4.50.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Convention Notice

We extend to all members and visitors attending the Hardware Convention in Hamilton a cordial and hearty invitation to visit our exhibit and display in the Royal Connaught Hotel.

A. Ramsay & Son Co., Montreal

In Business for Seventy-five Years

BRANCHES:

TORONTO and VANCOUVER

MOORE'S

House Colors

Give Big Value to Customers—Big Profit to Dealers and Make fast friends everywhere.

LOOK INTO OUR PROPOSITION NOW.

Benjamin Moore & Co., Limited

WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

C Brand.

Size.	C Brand. Per box of 25 lbs.
No. 3	$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	3 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, $7.70.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch	$1.80	48 inch	$ 6.20
18 inch	2.65	60 inch	7.70
24 inch	3.40	72 inch	9.20
30 inch	4.00	84 inch	10.50
36 inch	4.75	96 inch	12.00
42 inch	5.50		

1½ inch mesh and 19 ga. wire.

12 inch	$3.50	42 inch	$10.50
18 inch	5.00	48 inch	12.00
24 inch	6.30	60 inch	15.00
30 inch	7.75	72 inch	18.00
36 inch	9.00		

1 inch mesh and 20 ga. wire.

12 inch	$ 4.00	42 inch	$12.00
18 inch	5.50	48 inch	14 00
24 inch	7.00	60 inch	17.00
30 inch	8.50	72 inch	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch	$10.50	36 inch	$15.00
30 inch	12.75		

(½ inch mesh and 22 ga. wire)

24 inch	$16.50	36 inch	$24.00
30 inch	20.10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

Invincible, 1640 .... 0 68
Invincible, 1848 .... 0 73
Invincible, 2060 .... 0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American) ....$20.75-$21.00
U.S. Navy (American) ... 20 00
Clipper, U.S. 18 00
U.S. Navy (English)....... 16 50
Plumbers (spun) .....$8.00-$8.50

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 13
Royalite	0 14	0 13
Palacine	0 17	0 16
Lampoline	0 15	0 14
Electroline	0 18	0 17
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12
Black Oil (Winter)	0 12½	0 12½
Cylinder Green	0 35	0 36½
Paraffine	0 24	0 19½
XXX Machine	0 25½	0 22
Fuel Oil, bbls.	0 13¼	0 12¼
Fuel oil, tank cars	0 11¾	0 10¾

OLD MATERIALS

Tea lead, 6c lb.
Lead, heavy, pipe, etc., 8c.
Brass, yellow, 15¾c; red, 20½c.
Brass, light, 10½c lb.
Zinc, heavy, 9½c lb.
Copper, heavy, 25½c lb.
Old cast iron, $16 per ton.
Stove plate, $13 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 8¾c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 5¾c. bicycle tires, 2½c.

PACKING Per lb.

Fine jute 0 12
Coarse jute 0 09½
Square braided hemp 0 28
No. 1 Italian 0 36
No. 2 Italian 0 28

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll 1 20
Dry Fibre, No. 2 roll 62-65
Resin sized, per roll 1 00
Tarred Fibre, No. 1 roll.... 1 25
Tarred Fibre, No. 2 roll... 0 75
Surprise Fibre 0 67
Tarred Felt, per cwt....... 3 35
Asbestos Sheeting, (per 100 lbs.) ....$9.00-$12.00
Carpet Felt, 16 oz., per 100 ....$4.25-$4.50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz........$7 75
Little Star, per doz. 6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count Per case

5 gross, 4-in. (loose)........$0 85
5 gross, 4½-in. (loose)...... 0 90
5 gross, 5-in. (loose)........ 1 00

PIPE, STANDARD WROUGHT

Buttweld— Black Galvanized
Per 100 feet

⅛ in. .....
¼ in. .....
⅜ in. .....
½ in. .....
¾ in. .....
1 in. .....
1¼ in. .....
1½ in. .....
2 in. .....
2½ in. .....
3 in. .....
3½ in. .....
4 in. .....

Lapweld—

2 in. .....
2½ in. .....
3 in. .....
3½ in. .....
4 in. .....
4½ in. .....
5 in. .....
6 in. .....
7 in. .....
8 in. L.....
8 in. .....
9 in. .....
10 in. L.....
10 in. .....

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.
4½" and larger, 55%.
4" and under, running thread, 40%.
Standard couplings, 4" and under, 50%.
4½" and larger, 30%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain List

2 in., in 10-ft. lengths, list 8 00
3 in., in 10-ft. lengths, list 9 70
4 in., in 10-ft. lengths, list 12 80
5 in., in 10-ft. lengths, list 17 50
6 in., in 10-ft. lengths, list 21 30

Above subject to 35% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	% 55	% 55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl........ 4 75
Pine, green, per bbl....... 5 25

POLISH

O-Cedar, 4-oz. bottles, doz.$ 2 00
O-Cedar, 12-oz. bottles, doz. 4 00
O-Cedar, 1-qt. can, doz.... 10 00
O-Cedar, ½-gal. cans, doz. 16 00
O-Cedar, 1 gal. cans, doz.. 24 00

Liquid Veneer—

4 oz., doz. $2 00
12 oz., doz. 4 00
32 oz., doz. 8 40
64 oz., each 1 20
128 oz., each 2 10

PUMPS

Pumps 35%
Cistern Pumps 30%
Set Lengths 35%
Brass Lined Cylinders 25%
Brass Body Cylinders 20%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll 1 70
Samson, 2-ply, roll 2 35
Samson, 3-ply, roll 2 95
Pluvius, 1-ply 1 45
Pluvius, 2-ply 2 00
R. S. Special, 1-ply 1 25
R. S. Special, 2-ply 1 50
R. S. Special, 3-ply 1 75
Amazon, 1 ply 2 00
Amazon, 2 ply 2 50
Amazon, 3 ply 3 00
Everlastic, 1 ply 1 55
Everlastic, 2 ply 1 80
Everlastic, 3 ply 2 05
Liquid roofing cement, per gal., in barrels 0 22
5 and 10 gal. lots, per gal.... 0 24
Coal Tar, bbl. ....$4.50-$5

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis ......lb. 29½
British Manila basis 25
New Zealand hemp basis... 25
Sisal basis 24

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:— Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia.., 2c above basis.

Single lath yarn basis 24
Double lath yarn 24½
Yacht marline, tarred 50
White polished halyards .. 28
Hemp, deep sea line basis.. 40
Hemp, tarred ratline basis. 36
Hemp, tarred bolt rope basis 38
Marline and Houseline 38
Jute rope basis 16-17½
Italian rope basis 40
Cotton, ⅛ lb. 0 42½ 0 47½
5-32 lb. 0 41½ 0 44
3-16 lb. 0 39 0 41¼
¼ lb. and up 0 38 0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 20
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 20%. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright 75
Wood, R. H., bright 70
Wood, O. H., bright 70
Wood, F. H. Brass 42½
Wood, R. H., brass 40
Wood, O. H., brass 40
Wood, F. H., bronze 35
Wood, R. H., bronze 32½
Wood, O. H., bronze 32½
Square cap ....
Hexagon cap ....

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger....... 9 00
Awning, ea. 5 00
Table, ea. 2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs
10 gauge	6 00	5.60-6.00
12 gauge	6 00	5.60-6.00
14 gauge	5 40	5 40
16 gauge	5 60	5 60
18-20 gauge	5 55	5 55
22-24 gauge	5 60	5 60
26 gauge	5 60	5 65
28 gauge	5 75	5 75

SHEETS, CORRUGATED

Per 100 sq. ft. Galvanized

28 ga.	$ 6 50	$ 6 00
26 ga.	7 00	6 50
24 ga.	9 50	10 00
22 ga.	11 50	12 00
20 ga.	13 20	14 00
18 ga.	16 50	18 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz. ....$ 8 30
U.S. 28 .... 8 00
U.S. 26 .... 7 70
22 and 24 .... 7 55
18 and 20 .... 7 40
14 and 16 .... 7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 35
16 gauge	7 40	6 45
18-20 gauge	7 60	6 60
22-24 gauge	7 80	6 75
26 gauge	8 00	6 90
28 gauge	8 40	7 20
10¾ ozs.	8 85	7 50

Add 15c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 30	8 00	8 05
22-24	8 50	8 20	8 25
26	8 75	8 50	8 65
28	9 00	8 75	8 95

Less 25c in case lots.

SHINGLES Per square

Standard galvanized $7 00
Shipping weight, 90 lbs.
Standard painted 5 00
Shipping weight, 80 lbs.
Discount 7½%.

SIFTERS

Common, doz. $2 00
Rocker, No. 1, each....... 4 60
Banner, each 2 40
Standard galvanized $7 00

SKATES List

Boys' Hockey, polished ... 1 25
Scotia 3 25
Dreadnought 3 50
MicMac 5 00
Velox 6 50
Regal, 189 .... 6 00

Discount 30%.

SOLDERING COPPERS

Base, per lb., 61c cents.

To the Hardware Merchants who Intend to Visit the Hamilton Convention

We want you to consider this a personal invitation to visit Room 304, The Royal Connaught Hotel.

You will find it to your advantage to meet our Mr. Clarke, who will be there to explain to you personally the details of our most unusual and remarkably generous plan for helping the CROWN DIAMOND paint dealers to SELL paint.

This plan is the result of serious consideration of your problem, and is carried out along the lines you would follow if you were paying the bills yourself.

CROWN DIAMOND paints not only allow you a generous margin of profit and relief from the prevailing high prices, but they are old-established products, having been on the Canadian market since 1842.

Distributors:
W. B. DALTON & SONS LIMITED
Kingston - Ontario

H. J. DUPONT & SON
Ottawa - Ontario

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

Distributors of Gliddens Green Label Varnishes and Jap-a-Lac for the Province of Quebec

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30%	....	20 and 5
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	25 and 5		25 and 5
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	25 and 5		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....75c per dozen net
Half polished .....50c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES Per cwt.

Fence staples, bright, kegs 4 85
Fence staples, galv., in kegs 5 70
Fence hooks, galv..... 5 70

In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's

Boudoir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea... 7 25
Ontario, 2-passenger, ea... 6 25
Baby, ea. 4 00

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe findings list adopted December 21, 1916. Net list.
List of Capped Goods adopted Jan. 1, 1916....70-10%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 35%.

TRAPS (GAME) %

Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS

No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES %

Ground work 45-47
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath Cocks
Standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam Cocks
Standard 53
High grade 50
Radiator valves, standard... 20
High grade 30
Patent quick opening valves 60

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen.. 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.R., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz... 41 75
Garden, steel wheel, doz... 53 00
Light garden, each 37 25

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. ..... 70 %
Brass Screw Hooks ..... 70 %
Brass Gate Hooks and Eyes ..... 70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $5.25; No. 10, $5.30; No. 11, $5.40; No. 12, $5.50; No. 13, $5.60; No. 13½, $5.60; No. 14, $5.75; No. 15, $6.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.20; No. 19, $6.70.

F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c sq. ft.

WIRE (FENCE)

	Toronto	London
Barb	$5 00	$4 50
No. 9 pl. galv....	4 25	4 25
No. 12 pl. galv....	4 40	4 40
No. 13 pl. galv....	4 50	4 50
No. 9 coil sp.....	4 25	4 30
No. 12 coil sp....	4 50	....
No. 10 O. & A....	5 16	5 16
No. 11 O. & A....	5 22	5 22
No. 12, O. & A...	5 30	5 30

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list, 45 & 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Regular, 65%.

Trimo, 50, 5% off list; parts, 50, 5% off list; Stillson, 50, 5%; parts, 50, 5% off list; Coes, 10%.

WRINGERS—MOP.

White, No. 1, each..... 1 60

MACLEAN'S MAGAZINE *for* March

Sir Gilbert Parker
Robert W. Service
Stephen Leacock
Alan Sullivan
Agnes C. Laut
H. F. Gadsby
Erman J. Ridgeway
Madge MacBeth
L. M. Montgomery
Norman Lambert
Hopkins Moorhouse
H. M. Tandy
Robson Black
Adam Barnhart Brown
Arthur William Brown
Peter McArthur

BE thankful that Canada has a magazine of BIG calibre. A magazine fit to be placed alongside the best British and American magazines—by the test of those who contribute to it regularly and of ideals.

MACLEAN'S MAGAZINE carries world-famous names in its list of contributors—writers who have an open sesame to any magazine, yet writers that some magazines cannot get, because they fail to measure up to a standard set. Not every or any magazine can have the work of Sir Gilbert Parker, Miss Laut, Stephen Leacock, Arthur Stringer, Arthur E. McFarlane, L. M. Montgomery, Nellie McClung, Robert W. Service, Alan Sullivan, and others whose names are familiar to readers of MACLEAN'S MAGAZINE.

MACLEAN'S MAGAZINE is favored by these fine and high-priced writers because they are Canadian-born or bred and because they are genuinely interested in seeing the land of their birth or adoption have a magazine worthy of the land of their love and of their work and fame. *And they have found this magazine in MACLEAN'S.* MacLean's gives them access to the readership they desire to reach—the man and women of culture and position, of real love for Canada and in earnest to see its nationality enlarge and its destiny advanced.

And so we feel that we have a right to ask you to give MACLEAN'S MAGAZINE a first place in your favor. *It is truly Canadian,* doing a needed service for Canada, and doing this worthily. Doing all that it is doing at a heavy present cost, looking to the future for its larger reward.

You can show your appreciation of what the publishers of MACLEAN'S MAGAZINE are doing by making MACLEAN'S an elect magazine among all magazines enjoying your favor, and by making it better known to others who have your spirit—your sense of Canadian nationality, your purpose to advance Canada in all right and high ways.

At All News-Agents
- Fifteen Cents -

Contents of MARCH MACLEAN'S
(CONDENSED)

Jordan is a Hard Road. Serial by Sir Gilbert Parker.

The Guile of Ulysses. By Peter McArthur.

Face Up. By Hopkins Moorhouse.

The Rabbit Revolution. By Adam Barnhart Brown, with illustrations by his brother, Arthur William Brown.

The Above are Stories

Ten Million for the Asking. By Stephen Leacock—a serious contribution on a phase of national finance.

National Policies—How they are formulated and exploited by Parties and Cabinets. By H. F. Gadsby.

Prospects for Peace and Peace's Problems. By Agnes C. Laut. A stirring and thought-provoking article by this wonderful woman writer with a statesman's mind.

The Above are Special Articles

Mrs. Hayter Reed—the woman who is responsible for the decorative schemes of the big C.P.R. hotels. By Madge MacBeth.

H. C. Brewster—Premier of British Columbia. By Norman Lambert. A timely sketch of a man of interest to all Canadians.
These are brief biographies of interesting Canadians—a feature of every issue of MACLEAN'S MAGAZINE.

The Review of Reviews Department condenses for busy readers the cream of the best things appearing in the current magazines of the world. So MACLEAN'S becomes many magazines in one.

The Business Outlook and **Information for Investors** are two features of MACLEAN'S greatly liked and esteemed by many of its readers.

These are Department Features found in every issue

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $7.40 per 100 lbs.; 5 lb. packages, $7.20 per 100 lbs.; white, 2½ lbs., $6.80 per 100 lbs.; 5 lbs., $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 30
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$1 35
Weighted, 20 lbs., doz..... 1 60

COATING

Cement Coating $2 55 2 75

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg..	5–12c
Burnt Umber, 100 lbs.....	5–12c
Raw Sienne, 100 lb. kegs..	5–12c
Burnt Sienna, 100 lb. kegs	5–12c
Imp. green, 100 lb. kegs...	0 22
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs..	0 12
Indian red, No. 1, 100 lb. k.	0 05
Venetian red, best bright.	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs.	0 03
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 03½
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 18
Chrome yellow, pure 30–35	
Golden ochre, pure	0 18
French spruce ochre, pure	0 15
Chrome green, pure 15–22	
French permanent green, pure	0 22
Signwriters' black, pure..	0 24
Marine black, 25-lb. lrons	0 07
Lampblack	0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

	Per gallon in quart tins ..
Alba-Gloss enamel	
Anchor Floorlustre	
O.P.W. Sunshine White ..	
Jas-per-lac floor enamel ..	
Jas-per-lac art enamel	
Martin's Enamel	
Mooramel	

FILLER

	Gal.
Luxeberry Enamel $5 00	
Screen Enamel, BB. 1 65	

FORMALDEHYDE

	Per bbl.
Demi-johns, 50 lbs.	0 15½

$1.10 for demi-john extra.

GLUE

	Per lb.
French medal	
English common sheet 30-35	
English prima	0 38
White pigsfoot	0 28
Cake bone, 112-lb. bags...	0 30
Hide, 112-lb. bags	35-38
Gelatine, 112 lb. bags....45-60	
Ground glues, 112 lb. bags	
No. 1	30 32

GLASS

	Single Thick	Double Thick
(Under 25) $7 80		$11 90
26 to 34 ..... 8 15		12 85
35 to 40 ..... 8 50		13 60
41 to 50 .....11 75		15 50
51 to 60 .....12 25		15 85
61 to 70 .....13 10		16 80
71 to 80 .....14 75		18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105.....		32 00
106 to 110.....		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure $14 30		$14 50
Crown Diamond... 14 30		14 50
Green Seal 14 30		14 50
Tiger Pure 14 30		14 50
Ramsay's Pure 14 30		14 50
Moores Pure 14 30		14 50
O.P.W. Dec. Pure.. 14 30		14 50
Red Seal 14 30		14 50
Decorator's Pure .. 14 30		14 50
O.P.W. English ... 14 55		14 75
Elephant Genuine . 14 55		14 75

B.B. Genuine Lead, less than tons, $16.20 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins $31 50		$22 75
2-lb. tins		21 75
5-lb. tins 29 50		17 50
10-lb. tins 28 50		....
25-lb. casks 28 00		16 25
50-lb. casks 27 50		15 75
100-lb. casks 27 00		15 25
300-lb. casks		15 00
600-lb. casks		14 75

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.60. White in lb. pkgs., per 100 lbs., $6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white $3 05	
B.H. English, colors 2 80	
Crown Diamond, white..... 2 80	
Crown Diamond, colors..... 2 55	
Fresco Tone, white 2 70	
Fresco Tone, colors 2 50	
Moore's House Colors 2 50	
Moore's Floor Paint 2 20	
Moore's Egyptian Paint ... 1 95	
Moore's Sani-Flat 2 10	
C.P.C. Pure, white 2 95	
C.P.C. Pure, colors 2 55	
O.P.W. Can. Brand, white.. 2 80	
O.P.W. Can. Brand, colors. 2 60	
O.P.W. Can. Brand, floor.. 2 20	
O.P.W. Flat Wall, white .. 2 70	
O.P.W. Flat Wall, colors.. 2 50	
Ramsay's Pure, white 2 85	
Ramsay's Pure, colors 2 60	
Martin-Senour, 100% white. 3 05	
Martin-Senour, 100% colors. 2 80	
Senour's Floor Paint 2 50	
Senour's Porch Paint 2 80	
Senour's New-Tone, white.. 2 70	
Senour's New-Tone, colors. 2 50	
Sherwin-Williams, white .. 3 05	
Sherwin-Williams, colors .. 2 80	
Flat Tone, white 2 70	
Flat Tone, colors 2 50	
Lowe Bros. H.S., white ... 3 05	
Lowe Bros. H.S., colors 2 80	
Mellotone, white 2 70	
Mellotone, colors 2 50	
Minerva, white 2 85	
Minerva, colors 2 65	

PARIS GREEN

	Mun-ro's	C.P. Co.	Ber-gers
600-lb. bbls.			
250-lb. kegs			
100-lb. drums ...			
50-lb. drums			
25-lb. drums			
1-lb. 100s, pkgs..			
½-lb. 100s			
1-lb. 100s, tins ..			

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2 35 $2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
See weekly report.		
Bulk, in casks ... 2 90		3 40
Bulk, 100-lb. drums 3 25		3 85
Bulk, 25-lb. drums 3 45		3 95
Bulk, 12½ lb. irons....		4 20
Bladders, in bbls. 3 00		4 10

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.90 to $3.25.
Pure Orange, gal., $2.80 to $3.

Gum, 50-53c lb.; finest orange, 57-58c lb.; finest white, 65-69c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto
See weekly report for prices.		

SLATING

	Gal
Liquid Slating, B.B.....	

VARNISHES

	Per gal cans
Gold Medal .....$	2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross.....	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor...	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil.	1 60
Jasperite Floor Finish...	2 25
Marble-ite Floor	2 54
Wood-var	2 54
Finest Interior	2 86
Durable Floor	2 40
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Kopal	....
Spar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 15
Luxeberry spar	4 50

WATER PAINTS

Opalite, 200 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal. package, per pkg..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Fancy	0 16
Lion	0 14½
Standard	0 13
Popular	0 11¾
Keen	0 10½

WASTE, WOOL PACKING

Arrow	25
Axle	20
Anvil	15
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41–44c
Johnsons	41–44c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL

	Per gal.
In gallons	1 20
Barrels 1 00-1 05	

$4 extra for barrels.

Send for our booklet on

DOUGALL'S
Transparent Finishes

It tells all about these superfine varnishes which *cost less by the job* than cheaper lines—and are noted for their long-wearing qualities.

Write for it to-day—No obligation.

The Dougall Varnish Co., Ltd., Montreal

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 8 00	$13 00
Double Bit	13 50	15 50
Broad axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 15%; 7-16 and larger, net list; machine, ⅜ and under, 15%; 7-16 and over, 5%; machine set screws, 35%; plough bolts, 5%; nuts, small lots, 3c advance over list; case lots, 2c advance over list; stove bolts, 50%; shaft bolts, 5%; tire bolts, 30%; sleigh shoe bolts to ⅜, 5%; 7-16 and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8¾c; ⅜, 7¾c; tie out, 65%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 8½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 40 p.c.; Blacksmith, ½ in. round shank, 35 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	8 00	11 75
26 to 40	9 00	13 75
41 to 50	11 50	15 25
51 to 60	12 00	16 00
61 to 70	13 00	17 25

GLASS (Plate)

20% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.90; No. 2 and larger, $5.65; snowshoes, No. 0 to No. 1, $6.15; No. 2 and larger, $5.90; steel, No. 0 to 1, $6.35; No. 2 and larger, $6.10; featherweight, $7.50.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	8 75	8 75
28 Am. or 26 Eng.	8 45	8 45
26 Am. or 26 spec.	8 15	8 15
24	8 00	8 00
22	8 00	8 00
18 and 20	7 85	7 85
16 Am.	7 70	7 70

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Potts No. 50 set	1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $5.10.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 3c advance over list; case lots, 2c advance over list; Hexagon, small lots, 3c advance over list; case lots, 2c advance over list.

OILS

"Buffolite." 20c; Ideal Thresher 37c; "B" Castor machine oil, 24½c; Buffalo Engine gasoline, 33½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 33c; Family Safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer Black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 16½c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7. $7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 28	$ 6 75
⅜ inch	4 37	6 84
½ inch	5 67	7 47
¾ inch	6 98	9 41
1 inch	10 35	13 91
1¼ inch	13 95	18 81
1½ inch	16 70	22 50
2 inch	22 50	31
2½ inch	35 51	47 84
3 inch	46 44	62 55
3½ inch	58 05	....
4 inch	68 76	....
4½ inch	86 40	....
5 inch	100 80	....
6 inch	130 50	....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $7.25; full polished, $8.25; 18 x 24, half polished, $7.25; full polished, $8.25; 20 x 28, half polished, $7.50; full polished, $8.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	4 00
25-lb. irons, per cwt.	4 30
1½-lb. tins	0 07½

RIVETS AND BURRS

Iron rivets, 20 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 24c base; pure Manila, 30c base; British Manila, 25c base; lath yarn, 24c base; African hemp, 25c base; cotton rope, rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.)

10 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	6 50
12 gauge	6 50
14 gauge	6 25
16 gauge	6 25
18-20 gauge	6 05
22-24 gauge	6 10
26 gauge	6 15
28 gauge	6 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No 4, $10.65 doz.; No. 6, $11.40; No. 8, $12.10; No. 10, $12.80; Moose and Jones Scoops, No. 4, $11.85 No. 6, $12.50; No. 8, $13.15; No. 10, $13.85 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east. octagon tool steel, 12½c base; square tool, 13½c base; spring, $5; machine, $5 base; tire, $4.50.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C.	$19 00
20 x 28 I.X.	20 50
20 x 33 I.C.	21 50
20 x 33 I.X.	23 50
Terne plates	19 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 5%+75c; full boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.55; less than ton lots, $16.20.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.45 Winnipeg; $6.05 Fort William.

Brass snare wire, per lb., 80c.

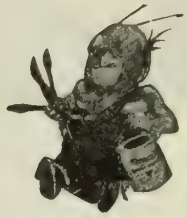
WIRE, ANNEALED.

No. 9, $5.70; 10, $5.75; 12, $5.90; 14, $6.05; 15, $6.20; 16, $6.35 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Stephens



HOUSE PAINT

Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

If interested, tear out this page and keep with letters to be answered.

OWL BABBITT METALS

We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells $100 a month. The profit each month pays half his rent. What about you?

OWL METAL CO. - WINNIPEG

IN the Spring thousands of farmers turn their halters into bridles by using our

BIT STRAP

How many will you require?

$1.50 doz.

We can deliver by parcel post.

Postage paid if you remit with order.

G. L. Griffith & Son
STRATFORD, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

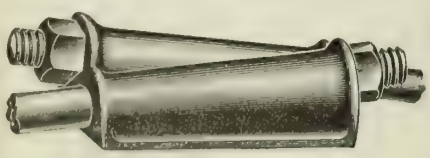
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

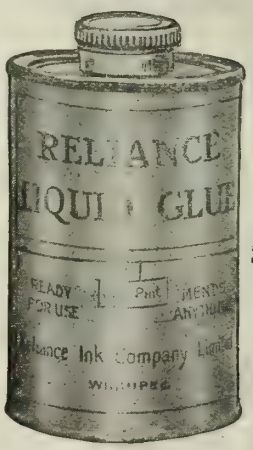
Lugs for Bands

on silos, tanks, wood pipe lines, etc.



For round rods ⅜ to 1½ inches.
For flat bands 2 to 6 inches.
(A number of patterns)
Also Drive-Well points.
Fence Building Tools.

Otterville Mfg. Co., Ltd.
OTTERVILLE, ONT.



Reliance LIQUID GLUE

Always Ready

Extra Strong

Sold by Your Wholesaler

Reliance Ink Co., Limited, Winnipeg

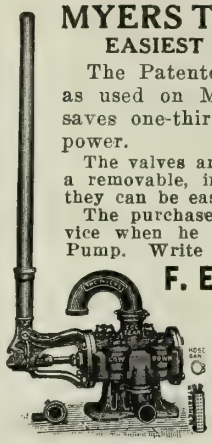
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

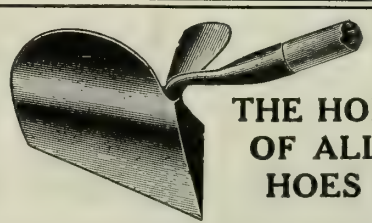
The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

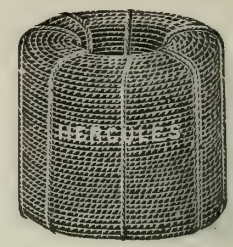
Manufactured by

SCHOENER MFG. COMPANY
St. Cloud, Minn.
Eastern Canadian Distributors:
Louis A. Larson, Ottawa.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

Kindly mention this paper when writing advertiser

SASH CORD

THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out.

We have some striking new paint-service ideas

You and your paint department staff can't afford to ignore the intensive, 50-year-old study we have made of "High Standard" paint-making, advertising and selling.

We have learned enough to build up one of the largest, cleanest and most progressive paint businesses in the country, and — our knowledge is at your disposal TO-DAY.

A CONVENTION of your store's "selling force"—that's what we suggest, and let the Lowe Brothers' man tell you what we know. Let us hear from you to-day.

Lowe Brothers LIMITED
TORONTO

Lyon Paint & Glass Co., Limited, Winnipeg

If interested, tear out this page and keep with letters to be answered.

A Straight Talk from the Manager

No. 57

Some Train Service!

On Tuesday morning of this week, a C.P.R. train from Buffalo, pulled into Toronto Union Station at 7.40, which was due at 9.35 Monday night.

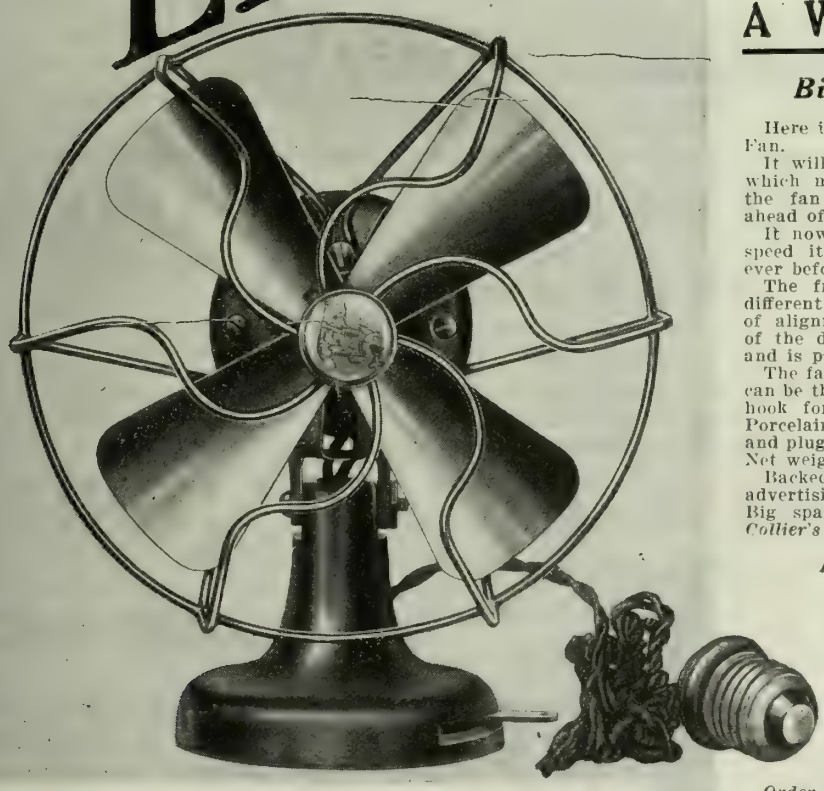
This is probably the worst case yet recorded, since the recent curtailment of passenger service. But it will give you some idea of the troubles being encountered by your friends the travelling salesmen.

It is no longer merely difficult for travellers to cover their routes on schedule. It is simply impossible.

So, you must depend more than ever upon the advertising pages of Hardware and Metal, to give you information of vital importance to you, in your buying.

The advertisements in this week's issue are particularly interesting.

J. G. L.



A Whirlwind Seller!

Bigger Value Than Ever

Here is the new Model C Polar Cub Electric Fan.

It will still retail for the low price of $7.50 which made the Polar Cub the sensation of the fan industry. But in value it is far ahead of previous years.

It now has two speeds and stop. At high speed it gives a much stronger breeze than ever before.

The frame is die-cast, thus eliminating 57 different parts. It cannot possibly get out of alignment. Bearings are an integral part of the die-casting. The guard is spot-welded and is positively unbreakable.

The fan is adjustable to any angle—the breeze can be thrown in any direction. The base has a hook for attaching to the wall if desired. Porcelain insulated. Equipped with 8-foot cord and plug. Blade diameter 6". Height of fan 8". Net weight 3 lb. 5 oz.

Backed by a powerful campaign of national advertising throughout the selling season. Big space in *The Saturday Evening Post*, *Collier's* and other magazines.

ATTRACTIVE PROFIT ON EVERY FAN

Trade discounts as follows:

Less than 6 Fans .....$5.00 each
Six Fans and Over ..... 3.75 "

Terms: 2/10/30, f.o.b. New Haven. Full freight allowed.

Fans packed 6 and 12 to the package. Upon request we furnish free striking, sales-making store display material.

Order Early.—We have largely increased our production facilities, but, despite this, the demand will probably exceed the supply.

So place your order now. If further information is wanted, write us.

The $7.50 Fan with Two Speeds

MENZIES & CO., Limited
439 King Street West - Toronto, Ont.

Canadian Representatives:
The A. C. Gilbert Co., U.S.A.

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

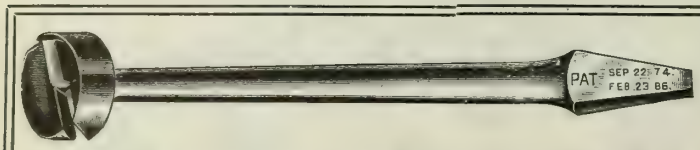
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

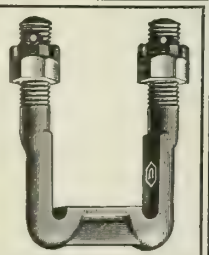
LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG



C. KLOEPFER, LIMITED

EDWARD HALLORAN, *General Manager*

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

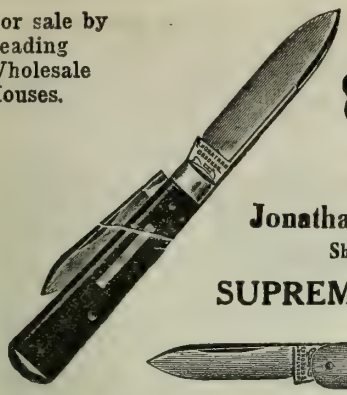
Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

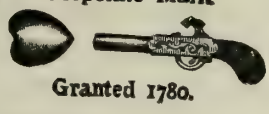
WORKS: LACHINE CANAL, - - - - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

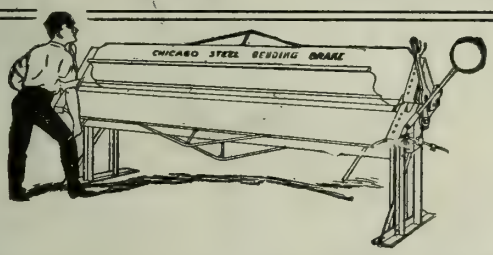
Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
New York Montreal Philadelphia
London, Eng.



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Are the most economical, most accurate and have the most simple working arrangements of any brake made.
WRITE FOR CATALOG AND FULL PARTICULARS.
The Steel Bending Brake Works Ltd., Chatham, Ont.

Arctic Metal

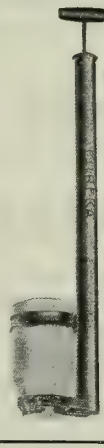
Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.
Try it and prove it for yourself.
We guarantee every pound.

Tallman Brass & Metal Co.
HAMILTON, ONT.

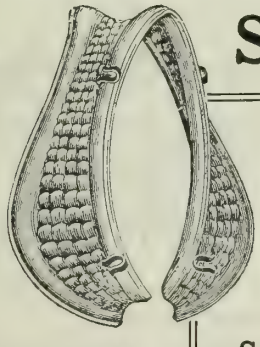
In Demand There is a good demand for a reliable, inexpensive Sprayer. Meet this demand and give your customers that come-back satisfaction. You can do this with the

EUREKA GLASS TANK SPRAYER

The receptacle of this Sprayer is an ordinary Crown Fruit Jar (one quart size), equipped with a heavy zinc cover.
The pump cylinder is made from L. X. tin, and is considerably longer than the ordinary glass tank Sprayer. The solution comes into contact with zinc and brass only, which will not easily corrode, thus giving longer service. This Sprayer is strongly made and attractively finished, and is excellent for spraying potatoes, small shrubs and all disinfectants in poultry houses and on live stock.
Our prices are in your favor and our quality pleases customers. Let us send you our descriptive catalogue. Write—
The Eureka Planter Co, Ltd., Woodstock, Ont.



Sweat Collars



We keep all kinds and sizes.
Stuffed Pads, Brown and White.
All Yellow Red Felt Edge. Ventiplex and all Felt.
Write for description and prices.

Samuel Trees & Company
Limited
Toronto Whitby Winnipeg

The Big Profit Line

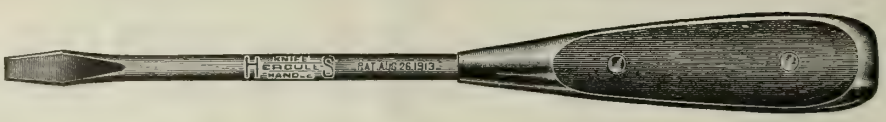
If interested, tear out this page and keep with letters to be answered.

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and the price is **Right**



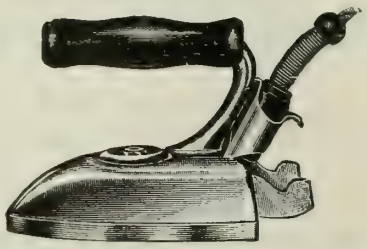
THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO. **BRIDGEPORT, CONN., U.S.A.**

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

FACTORY · PRODUCTS · LIMITED · TORONTO · FPL



"PELOUZE"

ELECTRIC IRONS

for Domestic and Tailor's Use

A LIVE PROPOSITION FOR THE HARDWARE DEALER

Send for Prices.

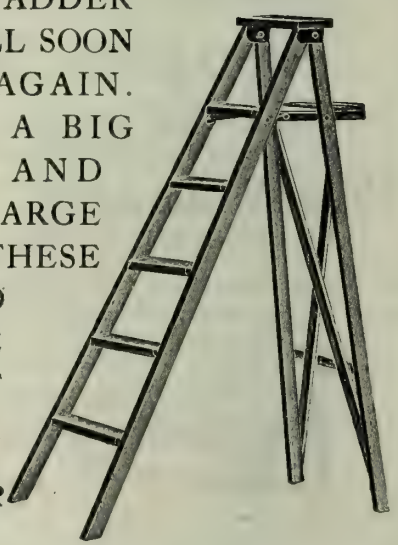
FACTORY PRODUCTS LTD.

220 King Street West : Toronto, Ontario

STEPLADDER TIME

THE STEPLADDER SEASON WILL SOON BE HERE AGAIN. WE HAVE A BIG VARIETY AND CARRY A LARGE STOCK OF THESE GOODS, AND CAN MAKE PROMPT SHIPMENT.

WRITE FOR OUR COMPLETE CATALOGUE



"HOUSEHOLD" STEPLADDER

McFARLANE LADDER WORKS

154 to 160 RIVER ST. - TORONTO

The Money Market

General Business Conditions, Real Estate, Bond and Stock Developments

are discussed every week in

THE FINANCIAL POST OF CANADA

The service of The Post's Investor's Information Bureau is free to subscribers.

Write for Sample Copy. **Published Saturdays.** **$3.00 per annum.**

THE FINANCIAL POST OF CANADA

"The Canadian Newspaper for Investors"

TORONTO, CANADA

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

If interested, tear out this page and keep with letters to be answered.

Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

THE BABBITT METAL THAT'S AT THE FRONT IN EFFICIENCY AND ECONOMY

Harris Heavy Pressure

"The Babbitt Metal Without a Fault," is guaranteed to give EXCELLENT SERVICE.

We also manufacture Lead Pipe, Solder, Sheet Lead and Everything for the Plumber.

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory, TORONTO, Fraser Ave.

Branch Factories

HAMILTON MONTREAL WINNIPEG VANCOUVER

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

WIRE NAILS

IN STEEL HOOP KEG
Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES
Bright or Galvanized

POULTRY NETTING STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A. WIRE

The Laidlaw Bale-Tie Co., Limited
HAMILTON, ONTARIO

A. T. Diggins, Stair Bldg., Toronto, Ont
H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man.
Geo. W. Laidlaw, Vancouver, B.C.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

LONDON HIGH GRADE BAR IRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada
Sales Agents:
Manitoba, Bissett & Webb, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.
Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

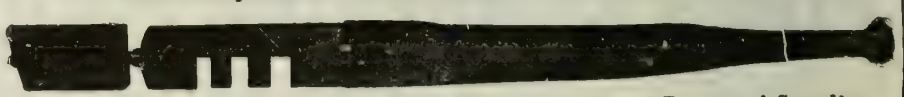
MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

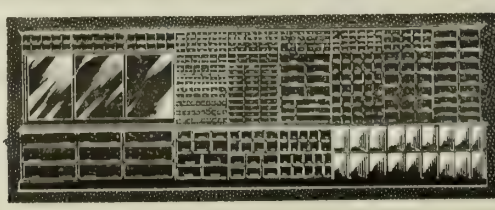
The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.
The quality of our goods is the best. Patterns right.
CAMERON & CAMPBELL, Limited, Manufacturers
Toronto, Canada

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite

Quick Service

Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

Trulite The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. Lamplough & Co., Unity Bldg., Montreal

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street, TORONTO

LARGEST CANADIAN DEALER

ADEL. 760 WASTE PAPER

E. PULLAN TORONTO

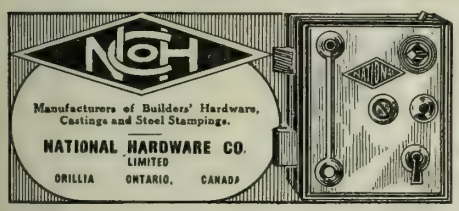
Metal Checks

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

GASOLINE TANKS FOR UNDERGROUND STORAGE

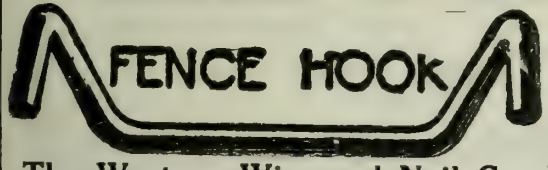
Complete Outfits with Brass Pumps and Fittings, from $25.00 Upwards

Sold on Approval Fully Guaranteed

Write for Catalogue

The Steel Trough & Machine Co. Ltd.
TWEED, ONT.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

C. S. TURNER CO.

147 Bannatyne Ave. East, Winnipeg

Manufacturers' Agents

Excellent Storage, Forwarding, and Distributing Facilities.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

This space $1.00 per insertion on yearly order.

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CANADA CEMENT COMPANY LIMITED
PORTLAND
CANADA
CEMENT
MONTREAL

SOON YOU WILL BE GETTING READY FOR SPRING. BUILDING WILL BE STARTLING YOU SHOULD BE PREPARED TO BE IN LINE FOR YOUR SHARE OF THE BUSINESS BY STOCKING EARLY IN BUILDERS' SUPPLIES.

"Rock" Wall Board

for walls and ceilings, is a high quality material. It is not intended only for the man who wants something cheap—it is good for good work. Sold in sheets 48" wide by 6, 7, 8, 9, 10 and 12 ft. long.

"HAMMER BRAND" PLASTER OF PARIS the best brand of plaster made.

IMMEDIATE SHIPMENT OF ALL THESE LINES FROM STOCK.

Walter Belyea

Successor to the Late

THOMAS BLACK

WINNIPEG

MAKE YOUR DOLLARS

FIGHT

AT THE FRONT.

BUY

DOMINION OF CANADA

THREE-YEAR

WAR SAVINGS CERTIFICATES

$ 25.00 FOR $21.50
50.00 " 43.00
100.00 " 86.00

INDIVIDUAL PURCHASES LIMITED TO $1500.

FOR FULL PARTICULARS APPLY AT ANY BANK OR ANY MONEY ORDER POST OFFICE

JAN. 9, 1917

FINANCE DEPARTMENT
OTTAWA

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATION VACANT

WANTED—GOOD WINDOW TRIMMER — must have general knowledge of hardware; good opening for the right man. Apply to Mr. Illsey, care of J. H. Ashdown Hardware Co., Calgary.

WANTED—AN ALERT TRAVELLER TO call on the hardware and furniture trade in Ontario. Give full references, age and experience in first letter. Apply to The Stratford Manfg. Co., Ltd.

A TRAVELLER FOR WHOLESALE CARriage hardware and iron company. One with city experience preferred. Apply Edward Halloran, General Manager, C. Kloepfer, Ltd., 44 Wellington St. East, Toronto.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

HARDWARE STOCK AND FIXTURES FOR sale in Sudbury. For particulars write Box 88, Sudbury, Ont.

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

PAPER BALERS

THERE IS MONEY IN USING AND SELLing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SITUATIONS WANTED

EXPERIENCED RETAIL HARDWARE manager is open for position with first-class firm, retail or wholesale. Wide experience. Address Box 427, Hardware and Metal.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

FOR SALE

HARDWARE BUSINESS IN HAMILTON for sale, including stock, fixtures and dwelling. Cash deposit required, security for balance. Best reason for selling. Box 426, Hardware and Metal, Toronto.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada.-(tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

PARTICULARS OF PROFITABLE SIDEline for anyone calling on hardware or butcher trade in certain parts of Canada. No samples. Eureka Refrigerator Co., 27-21 Brock Ave., Toronto.

SIGNS AND SHOW CARDS

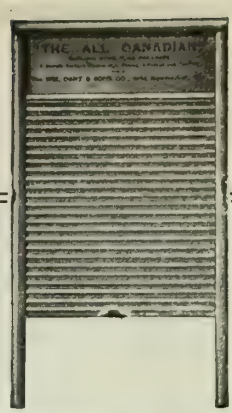
"WE MADE SIGNS BEFORE WE COULD talk." W. H. Stevenson, Stevenson Building, Toronto.

DON'T STOP ADVERTISING.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.



COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a **BETTER** profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board
NEWMARKET, ONT.

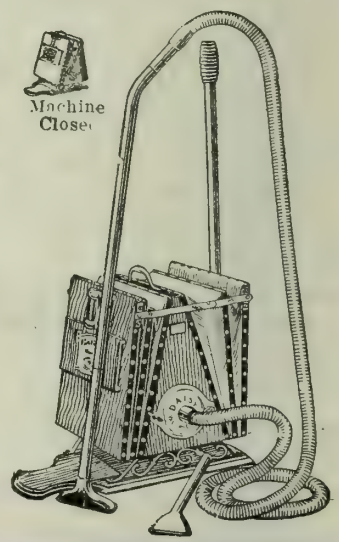
Kindly Mention This Paper When Writing Advertisers

In the Old Country

And in almost every part of the world there are Hardwaremen doing great business with the Daisy Vacuum Cleaner. Has it occurred to you that you might be doing equally good business? Let us tell you about it.

THE DAISY VACUUM CLEANER is acknowledged the best British Vacuum Cleaner. It s made of the finest materials obtainable and embodies all the best ideas ever invented for Vacuum Cleaners. Being portable, it is particularly suitable for small houses, bungalows, etc., and it is so simple in construction that there is nothing likely to get out of order. The machine is guaranteed for 2 years.

THE DAISY VACUUM CLEANER



Get into touch with your shipper and ask him about the Daisy, or write direct to us for full particulars, trade terms, booklet, etc.

A complete range of Hand and Electric Machines from $7.30 to $92.00

Sole Makers:

The Daisy Vacuum Cleaner Co., Limited

Head Office and Works:

Leamington Road, Gravelly Hill - Birmingham, England

Telegrams; "Ileklean, Birmingham." Telephones: 405 and 406 East. ABC, 5th Ed.

CONTRACTORS TO THE BRITISH GOVERNMENT.

BABY DAISY
$20.45 at Works

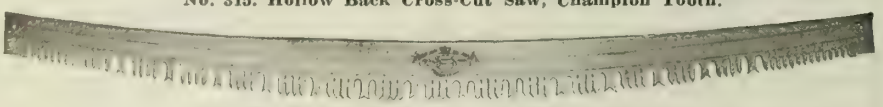
Handsomely made in solid oak with nickel-plated fittings, has quadruple bellows, and is collapsible. Complete with 6 foot hose, carpet nozzle, upholstery nozzle, lengthening tube lever.

You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws

No. 13. Full Width Cross-Cut Saw.

No. 22. Full Width Cross-Cut Saw.

No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.



No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.

YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave., Montreal, Que.

Vancouver, B.C. **St. John, N.B.**

If interested, tear out this page and keep with letters to be answered.

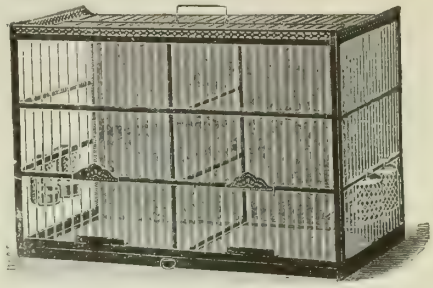
"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

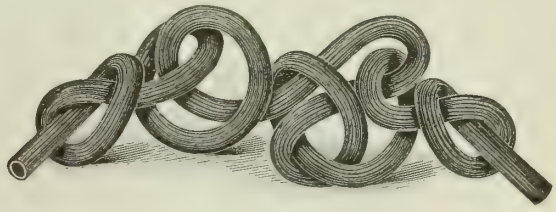
No. 8CS Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Jappaned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 22 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.



The Andrew B. Hendryx Company
NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

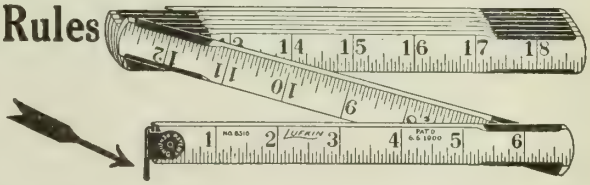
Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

WITH FOLDING HOOK

ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS



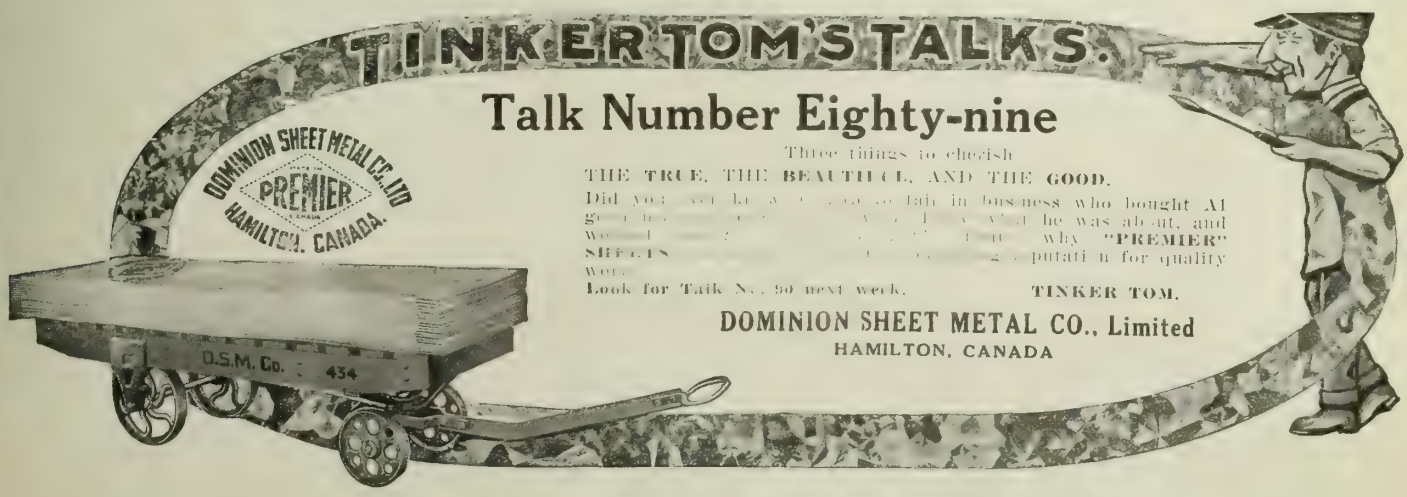
Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones witnout hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

TINKER TOM'S TALKS.



Talk Number Eighty-nine

Three things to cherish
THE TRUE, THE BEAUTIFUL, AND THE GOOD.

Did you [illegible] fair in business who bought A1 [illegible] he was about, and [illegible] why "PREMIER" SHEETS [illegible] reputation for quality [illegible]

Look for Talk No. 90 next week. TINKER TOM.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

Some Live Hardware Dealer

is going to control the heating business in your locality.

Why should you not be the fellow to "grab" this opportunity and obtain greater profits? Associate yourself with the famous

PEASE

"Economy" and "Brampton"

FURNACES

We are open to appoint representatives in all unrepresented territories throughout the Dominion.

To the right man we will give the exclusive selling rights and we will co-operate to such an extent that the Pease Furnace will be *sold for him by us.*

His part will simply be the installation and the collection of payments.

Don't let this opportunity "slip by" but communicate with us to-day

PEASE FOUNDRY COMPANY, LIMITED

General Sales Office—118 King St. East, Toronto. *Works—Brampton, Ont.*

Branches: Halifax, Montreal, Hamilton, Winnipeg, Vancouver

HARDWARE AND METAL

Vol. XXIX
No. 8

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

Feb. 24
1917

MADE IN
PREMIER
CANADA

GALVANIZED SHEETS

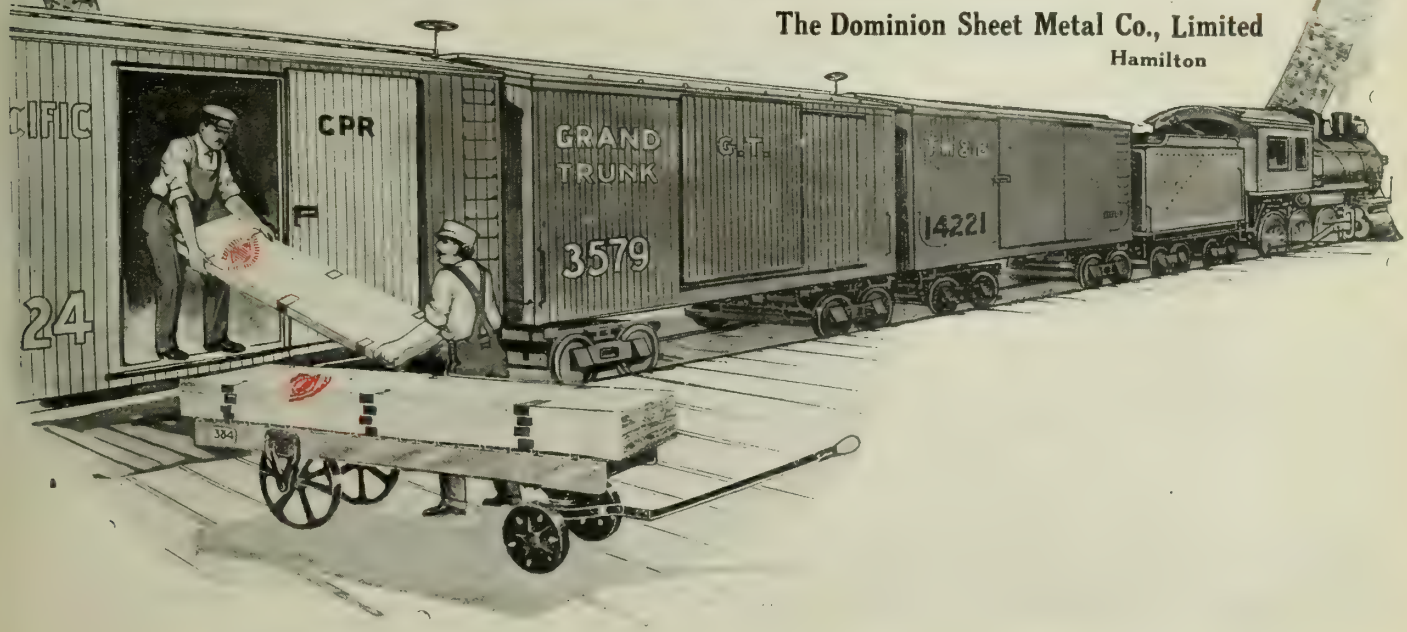
GOING OUT TO THE DEALERS AND METAL WORKERS WHO TOOK OUR ADVICE LAST FALL AND PLACED THEIR ORDERS FOR "PREMIER" WITH THE JOBBER.

They Made No Mistake!

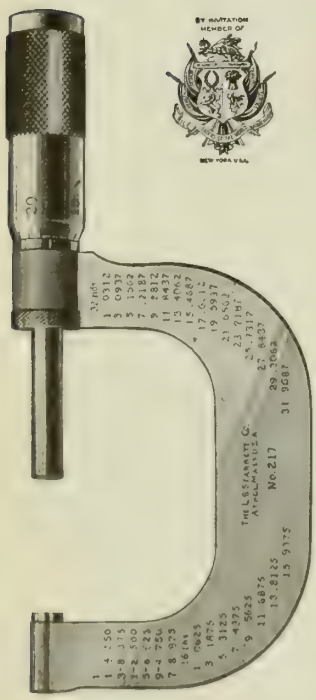
ORDINARY PRUDENCE SUGGESTS BUYING "MADE-IN-CANADA" THESE DAYS.

Premier's a Safe Buy Any Time

The Dominion Sheet Metal Co., Limited
Hamilton



How Long is a "Mike" Accurate ?



All high-grade micrometers are sufficiently accurate when new, but when used for a time wear is bound to show on both anvil and spindle.

A micrometer then is accurate depending upon the frequency of correction for wear. For this reason every micrometer should have an adjustment to compensate for such wear. Some micrometers use the movable anvil method of adjusting but such adjustment takes time and it is often difficult to correct a micrometer exactly because of the varying human element—"feel." With the

Starrett Micrometer

correction may be made in a jiffy and without the use of a test piece and the human element—"feel." No guess work about it. To adjust, simply close the micrometer, insert a little spanner wrench and turn the sleeve until its zero graduation coincides with the zero graduation on the thimble.

The little spanner wrench and the patented sleeve do the trick—no other tools required. With this method the machinist corrects for wear so frequently that there is no question as to how long a **Starrett** Mike is accurate—it is always accurate. All Starrett Micrometers have this simple adjustment.

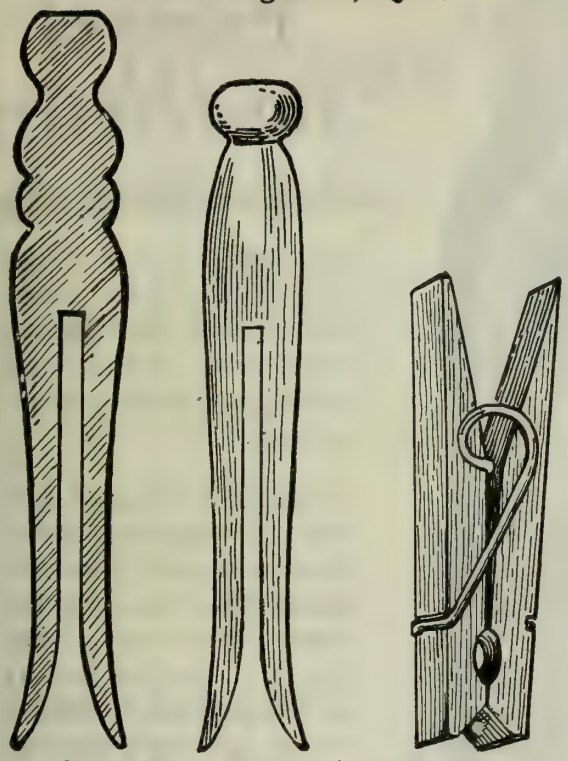
Write for free catalog No. 21MA, describing this adjusting feature on page 103, and 2,100 styles and sizes of precision measuring instru-ments.

The L·S·Starrett Co·,Athol·,Mass·

World's Greatest Toolmakers

42-623

The Megantic Broom Mfg., Co., Ltd.
Lake Megantic, Que.



Our slogan is satisfied customers.
Give us a trial.

"P.&W.Co."

SMALL TOOLS

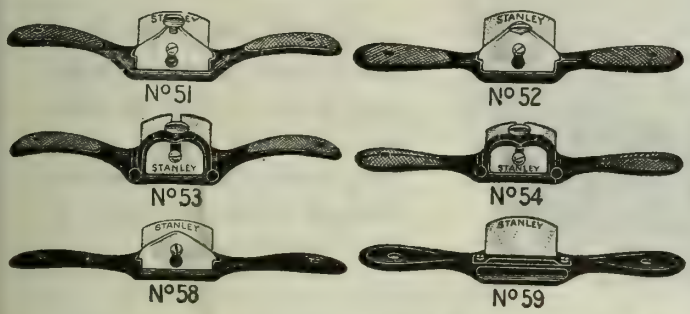
The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited
Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

Stanley Tools



"Bailey" Iron Spoke Shaves

MADE IN OUR CANADIAN WORKS

Only a few of the numbers manufactured are shown in the illustration. The cutters of all numbers are made from a high grade of steel, well tempered and sharpened ready for use.

Made with two styles of Handles, raised and straight, and through each a hole is made so that when not in use the tool may be hung up out of the way.

You cannot do better than stock this line.

ADDRESS ALL COMMUNICATIONS TO

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Thoroughly Advertised

Magazines going into the homes of your best customers carry advertisements for

Sani-Flush

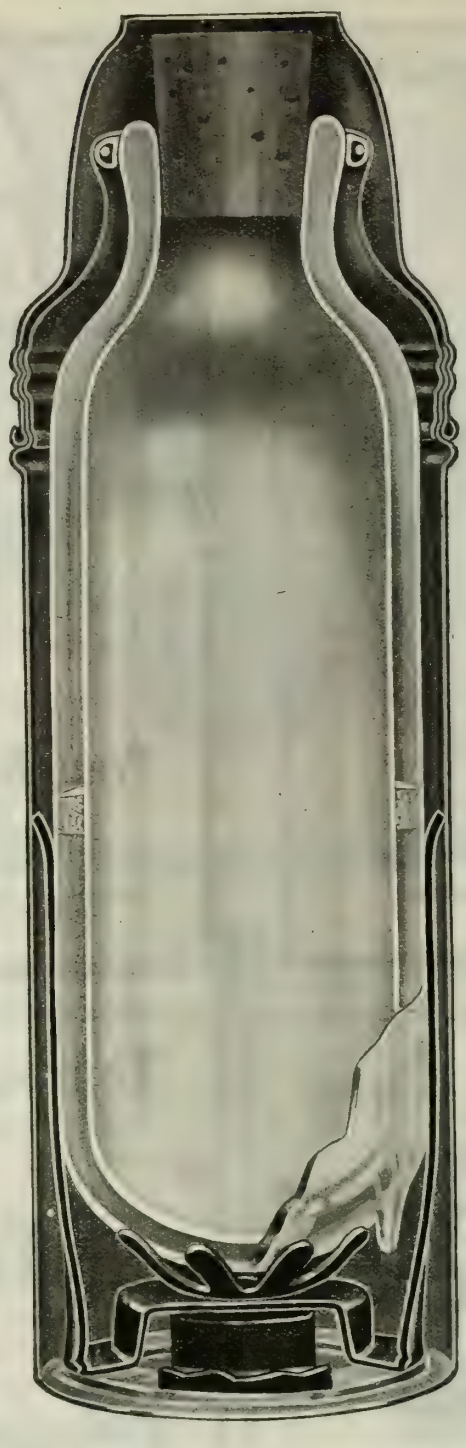
You can sell this toilet bowl cleanser easily because your customers have read about its advantages. A single tin of ***Sani-Flush*** placed on a counter or show case, where visitors at your store can see it and read the label, will often complete the sale.

Let us tell you how to link your store to the ***Sani-Flush*** advertising.

HAROLD F. RITCHIE & COMPANY, LIMITED
10-12-14 McCaul Street - TORONTO, ONT.

If interested, tear out this page and keep with letters to be answered.

The UNIVERSAL Vacuum Bottle



Its Many Points of Superiority

By test and comparison shows the highest efficiency in the maintenance of temperature.

The filler is made from the best glass that can be obtained for the purpose and in actual tests shows the greatest resistance to breakage.

The support between the walls of the filler is the best thing yet devised for preventing vibration of the inner bottle.

The filler is supported in the case by a patented spring steel retainer and shock absorber which not only protects the sealing tip and base of the bottle, but by holding the bottle firmly in the outer case, protects the sides as well.

All models are of separable type with interchangeable parts and may easily be taken apart for cleaning or repairing.

In the nickel-plated bottles the seamless, drawn brass case is of a heavier grade than is generally used. It receives a coating of copper before being nickel-plated, which gives it a superior appearance and more lasting finish.

The cases used in the lower-priced bottles are of extra strong material, finely finished.

UNIVERSAL Vacuum Bottles are the most sanitary in the world, as rubber or felt pads, cork rings and cement fastenenings form no part of their construction.

Sectional View showing correct principles of construction

NOTE—The support between glass walls preventing vibration of the inner bottle.
NOTE—The location of sealing tip at point where nothing can touch it when bottle is in case.
NOTE—The rust-resisting spring shock absorber which supports bottle in case, protecting both bottom and sides.
NOTE—The close-fitting gasket at neck of bottle which positively prevents entrance of liquids at this point.

Extreme simplicity of construction, unusual strength, absolute cleanliness and unequalled efficiency are combined in the line of UNIVERSAL Vacuum Bottles and Accessories.

UNIVERSAL **LANDERS, FRARY & CLARK** UNIVERSAL

NEW BRITAIN, CONN., U.S.A.

A. MACFARLANE & CO., MONTREAL, ***Canadian Representatives***

If interested, tear out this page and keep with letters to be answered.

"Success" Refrigerators

"The most perfect ALL-STEEL Refrigerator made"

If you have not already placed your order, we would suggest *QUICK ACTION*, as owing to present conditions, it is advisable to anticipate your requirements well in advance.

ABSOLUTELY SANITARY, AIR-TIGHT WALLS, CONSTRUCTED ON THE PRINCIPLE OF A VACUUM BOTTLE.

MADE ENTIRELY OF STEEL, NOT AN OUNCE OF WOOD IN ITS CONSTRUCTION. WILL LAST A LIFETIME.

MADE IN SEVEN DIFFERENT STYLES AND THIRTEEN SIZES.
WRITE IN FOR PRICES, OR TELL OUR SALESMAN YOUR WANTS.
WE WILL SHIP PROMPTLY.

CANADIAN DISTRIBUTORS

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

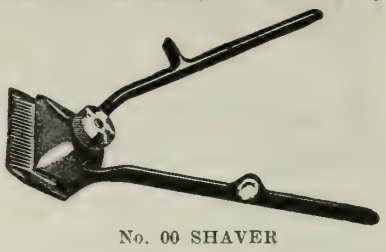
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

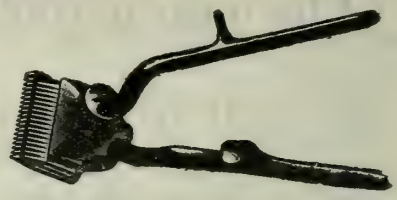
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.

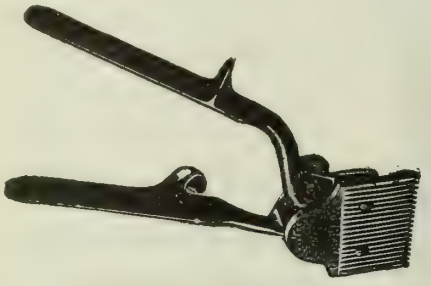
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



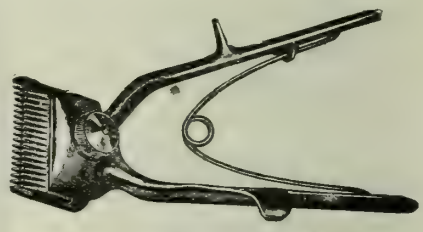
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City

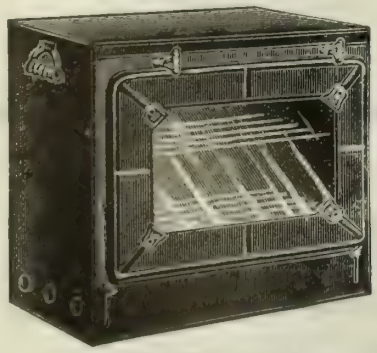


CADET
with visible spring, retailing at about $1.00.

No. 10½.

For One Burner
Length Height Width
Inches 13 x 18 x 13

No. 12½.



For Two Burners
Length Height Width
Inches 20 x 18 x 12

OIL STOVE OVENS

Black Iron Japanned

Glass Paneled Drop Doors

Glass-paneled Oven Doors are very popular on account of the user not having to open oven door when baking is in progress. The Cooking is always in plain sight. This saves the heat and fuel. When light baking is being done, such as cakes, it saves disturbing contents by jarring the oven.

The Thos. Davidson Mfg. Co.

Limited

TORONTO **MONTREAL** **WINNIPEG**

If interested, tear out this page and keep with letters to be answered.

A Sure Way To Increase Sales

SELL Ferry's Seeds. Or, rather, let Ferry's Seeds sell themselves. There is a good, substantial profit in it for you, but that isn't all.

Once you sell a customer *good* seeds that will result in a good garden, he is at once in line for garden hardware. You sell rakes, hoes, cultivators and all kinds of garden implements. On the other hand, your regular customers for garden implements will buy their seeds from you.

The man or woman who comes into your store for a saucepan, a hammer or a paper of tacks is a possible customer for garden seeds. Selling

FERRY'S SEEDS

is good business. The display case takes up little room and is its own salesman. Besides, you have the full assurance of giving your customers seeds of superior quality, scientifically tested varieties that are true-to-type descendants of long lines of ancestors—pedigreed seeds that produce the highest-average yields.

You will be interested in our special dealer proposition. Write for it.

D. M. FERRY & CO., Windsor, Ontario

If interested, tear out this page and keep with letters to be answered.

TEST OF SERVICE

We are filling repeat orders for Laco Nitro Lamps from

Munition Factories
Machine Shops
Automobile Factories
Foundries, etc.

Our customers are satisfied.

WRITE YOUR JOBBER FOR LACO NITRO GUARANTEE.

Canadian Laco-Philips Company, Ltd.

Montreal Toronto Winnipeg Vancouver

The J.M.T. Improved Automatic Injector

An Injector having a full forty pounds more field than anything heretofore produced and giving absolute service under varying conditions.

A culmination of valuable experience in design and the making of Injectors, likewise increasing the use for Injectors. Will operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 400 horse-power, and made in sizes from ⅜-in. to 2-in.

J.M.T. A GUARANTEE OF QUALITY

The James Morrison Brass Manufacturing Co., Limited

89-97 West Adelaide Street

TORONTO - ONTARIO

ASK US FOR INFORMATION

If interested, tear out this page and keep with letters to be answered.

more sales—larger profit—less effort

Here's the way Plymouth Rope is now sold by the foot in hundreds of progressive stores.

The buyer enters and inquires the price of the length of rope he wants.

The dealer turns to his price-by-the-foot schedule card and at once quotes the exact cost. No weighing of rope as in the old days.

The figure quoted is less than that demanded elsewhere for cheap ropes sold by the pound. (Plymouth's greater yardage is the reason). The buyer says, "All right."

The dealer measures the rope, cuts off the proper length and the buyer departs with his purchase—satisfied.

The dealer is satisfied too. He has made an easier and more profitable sale than he would have under the old price-per-pound plan. And he makes more Plymouth sales than formerly.

Are *you* profiting by this new plan?

Plymouth Rope
Sell it by the foot

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.
INDEPENDENT CORDAGE, CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

If interested, tear out this page and keep with letters to be answered.

No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

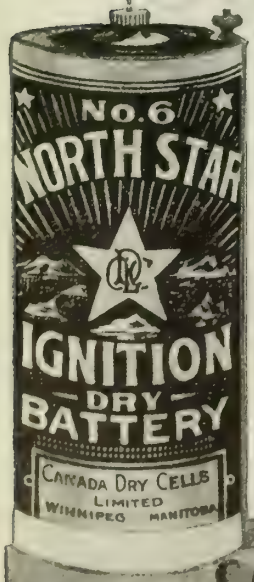
Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



Spring Ushers in a Big Demand for Dry Cells

Activity bursts forth all over the Dominion at the first sign of Spring. With this activity comes a heavy demand for Dry Cells—heavier than ever this year because of the greater use of Machinery to replace man power.

Be ready with a good supply of the No. 6 "**NORTH STAR**" Battery—the Dry Cell that is safe to sell. Always dependable—full-powered—long-lived—the battery that creates good-will. Be safe—serve your customers with the "**No. 6 North Star.**"

Reputation behind the goods. Long service ahead of them.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

Quality

THE leader in every industry, to maintain his lead, must safeguard the quality of his products.—Rigid inspection and careful supervision are important factors.—To products of iron and steel this principle applies with tremendous force.—It means safety, security and stability.—We safeguard the quality of our products, believing quality will be recognized long after the price is forgotten.

Service

OUR customers must be served. One of the dominating factors in any successful business is Service.—We succeed only through the good will and good wish of the people we serve.—This thought permeates our entire Organization, from the President down.—Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

Standardize YOUR FILE TRADE

Amongst the "Famous Five" there is a file to meet the exact needs of every customer.

Your customer will accept a "Famous Five" file every time without question, because he knows that they are the standard for file quality.

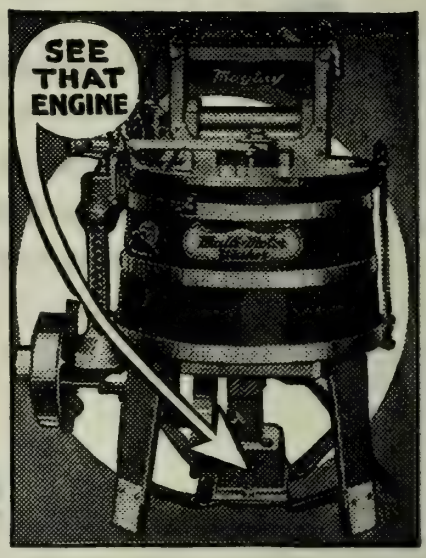
Your "line of least resistance" in selling is to specify the "Famous Five" when buying.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

We Are Coming To Ontario and Quebec. For Particulars, see below



We have about completed arrangements to have our entire line of washing machines handled by the wholesale trade in both Ontario and Quebec.

Our policy is to give an exclusive contract to one dealer in a town. Applications for agencies will be considered in the order they are received.

There's a Maytag washer of every type—hand, power-driven, electric, and multi-motor—all built to the enviable Maytag standard, and guaranteed for life against mechanical defects.

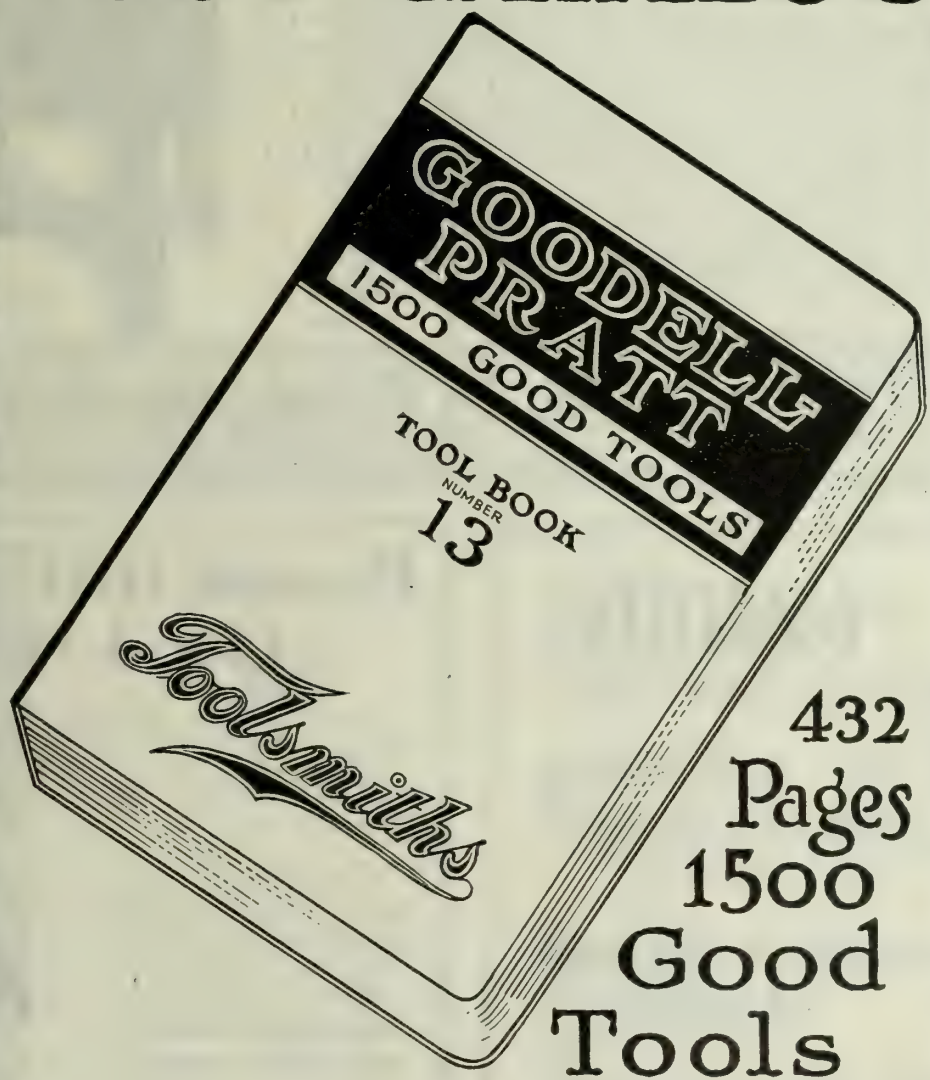
If interested, write us for full particulars.

The Trade in Alberta should address their inquiries to the Merchants Hardware Specialties, Limited, Calgary.

THE MAYTAG CO., LTD.
Logan and Arlington, WINNIPEG, MAN.

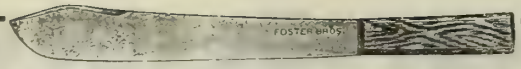
If interested, tear out this page and keep with letters to be answered.

The GREATEST TOOL CATALOG



432 Pages 1500 Good Tools

OUT NEXT WEEK



FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Established Since 1835.

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Style "A"

Made only by

Cummer-Dowswell, Limited

Hamilton, Ontario

"DIMALITES"

Can be used on any lamps up to 60-watt size.

Give 5 Changes of Light

Supplied in individual Cartons or attractive Show Cards containing twelve Dimalites.

Write for prices.

FACTORY PRODUCTS, LIMITED

TORONTO, ONTARIO

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,

LIMITED

GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

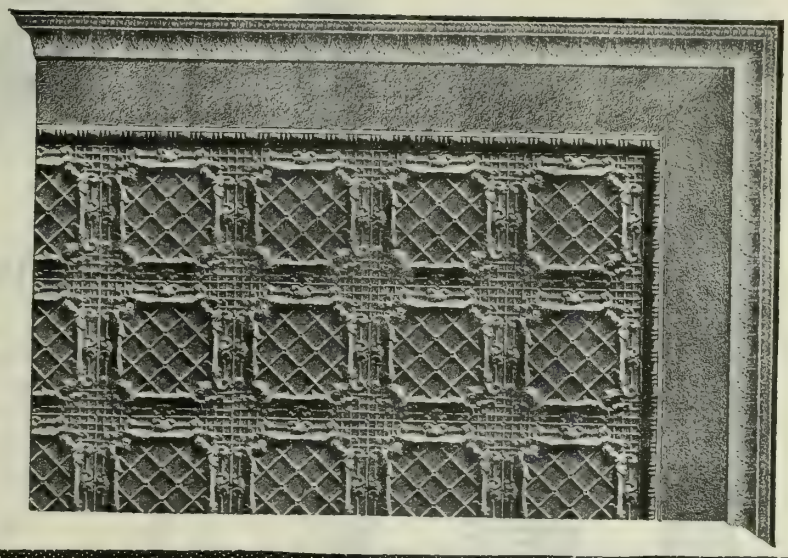
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

You make money with these—

"M-R Co." Ceilings and Walls are easily laid over old surfaces — they fit properly, edges always true, joints always snug. Big enough variety to suit any use or customer.

Illustrated printed matter gladly sent on request.



The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECT'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

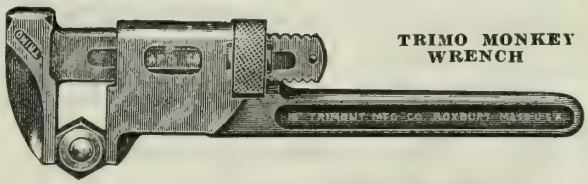
TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.

TRIMO PIPE WRENCH WOOD HANDLE

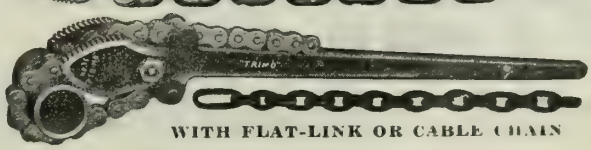
TRIMO PIPE WRENCH STEEL HANDLE

TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH

TRIMO CHAIN WRENCHES

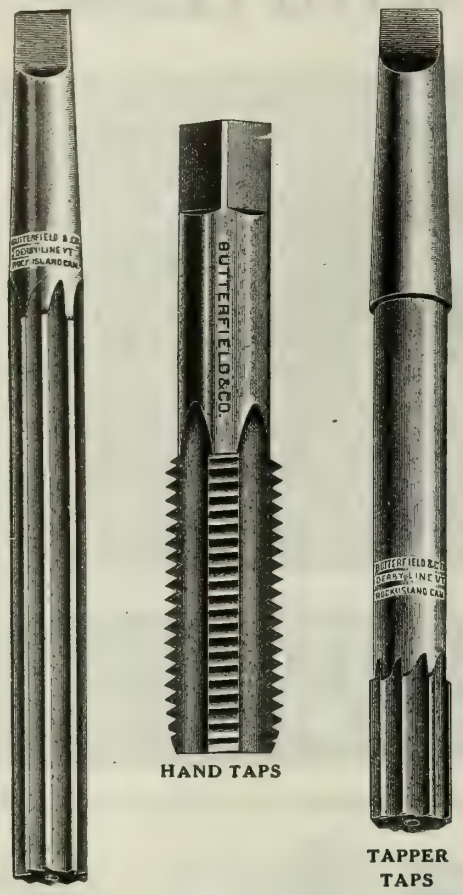


WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and keep with letters to be answered.

BUTTERFIELD

Taps, Dies and Reamers



HAND TAPS

TAPPER TAPS

UNUSUALLY TOUGH PROPOSITIONS IN THREADING OR REAMING IS ORDINARY WORK FOR BUTTERFIELD TOOLS.

You can't make a mistake when you sell Butterfield Tools. They are remarkably fast and accurate workers—and the reputation which has taken us years to build up—stands back of every one of them.

BIG PROFIT AND SPLENDID REPEAT-ORDER BUSINESS DOUBLE SURE.

Write for a copy of our catalog.

BUTTERFIELD & CO., Inc.
ROCK ISLAND, QUE.

CLEVELAND GRINDSTONES

Turning Grindstones

Investigate "Cleveland Grindstones"

If you want good grindstones and want them when you need them drop us a line. These are the grindstones that will keep customers loyal to you. Provide yourselves with the only GENUINE Berea and Huron grindstones obtainable. CLEVELAND GRINDSTONES are made in all sizes—Power, Hand and Treadle.

Write for Catalogue on Complete Line.

The Cleveland Stone Company
Leader-News Bldg., Cleveland, O.

DESIGNING AND BUILDING THE PERFECT HOME

Who knows it all when it comes to planning a new home? Do you? Does your neighbor? Does your architect? Does your builder? What perfect home do you know of?

Now perfection may be impossible to obtain, but one can approach perfection by educating oneself concerning

the site, the plan, the style, the decoration, and other related matters.

Experience teaches. Therefore use the experience of others and their good counsel, born of errors and of successes, as found in the book.

BUILDING A HOME

By Desmond and Frohne, the editors of **The Architectural Record**, America's leading paper in its field.
(Price, $1.50, with 15c extra for postage.)

In this book are gathered together the counsels and experiences and suggestions of men who have had an exceptional opportunity to acquire wisdom in relation to the building of homes. The book is a beautiful one as a piece of book-making, and is richly illustrated. It is no economy to save $1.50 when you are considering the building of a home.

Send for the book now, and have it ready against the day when you will build the home of your dreams.

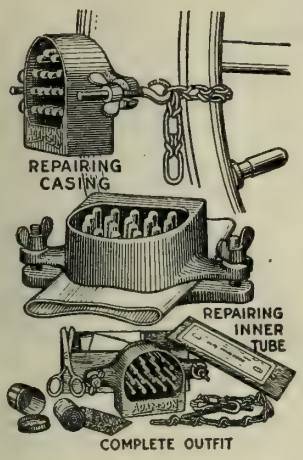
The MacLean Publishing Co., Limited
143 University Avenue -:- Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

ADAMSON Vulcanizers

Model "U"

FOR TUBES AND CASINGS



The tire is repaired without deflating or removing it from the car.

Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing weight 4 lbs. $3.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

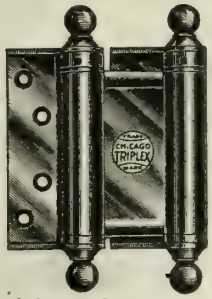
ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

TRADE **CHICAGO** MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK **NEW YORK**

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT MONTREAL—TORONTO and HEAD OF LAKES

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.; TORONTO, ONT.

WIRE

If interested, tear out this page and keep with letters to be answered.

THE MINISTER OF FINANCE

REQUESTS

THE PEOPLE OF CANADA TO

BEGIN NOW

TO SAVE MONEY FOR THE

NEXT WAR LOAN

JAN. 9, 1917

DEPARTMENT OF FINANCE
OTTAWA

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge

H&R ARMS Co

Model 1915

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24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
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.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.

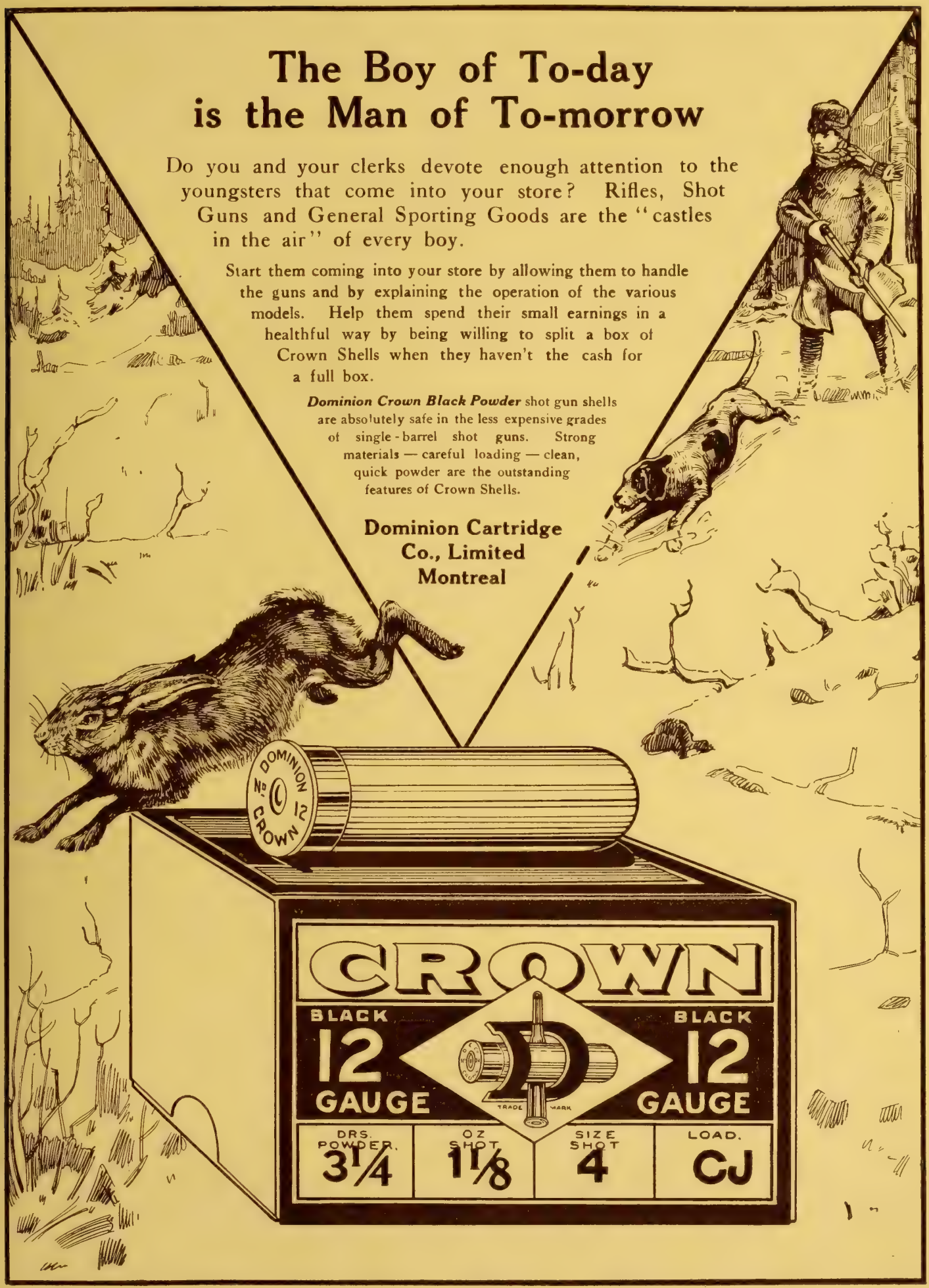
The Boy of To-day is the Man of To-morrow

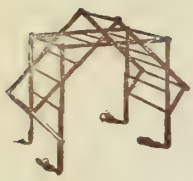
Do you and your clerks devote enough attention to the youngsters that come into your store? Rifles, Shot Guns and General Sporting Goods are the "castles in the air" of every boy.

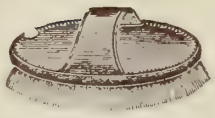
Start them coming into your store by allowing them to handle the guns and by explaining the operation of the various models. Help them spend their small earnings in a healthful way by being willing to split a box of Crown Shells when they haven't the cash for a full box.

Dominion Crown Black Powder shot gun shells are absolutely safe in the less expensive grades of single-barrel shot guns. Strong materials — careful loading — clean, quick powder are the outstanding features of Crown Shells.

Dominion Cartridge Co., Limited Montreal







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THE W. W. COOPER COMPANY LIMITED
WE SELL EVERYTHING
DIAMOND C BRAND COOPER'S GUARANTEE
EVERYTHING WE SELL WE GUARANTEE

SWIFT CURRENT, SASK. Sept.20,1916.

Messrs,
Hardware and Metal,
143-153 University Ave.,
Toronto,Ont.

Gentlemen:-

We beg to acknowledge receipt of your favor of the 16th., also cuts as mentioned therein and for which we thank you.

We are now using about fifty of these with good results.

Yours truly,

THE W.W.COOPER COMPANY Limited.

per.

E/H.

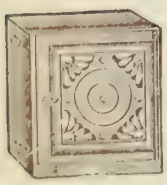
Since we announced HARDWARE AND METAL'S Electro Service about a year ago, nearly 200 subscribers have availed themselves of the opportunity to secure cuts for their local advertising at low cost.

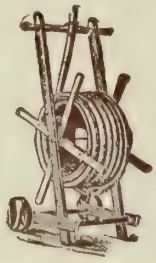
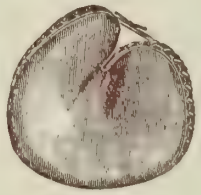
The letter from The W. W. Cooper Company, reproduced above, is only one of many which we have received from merchants who have had good results from using these cuts.

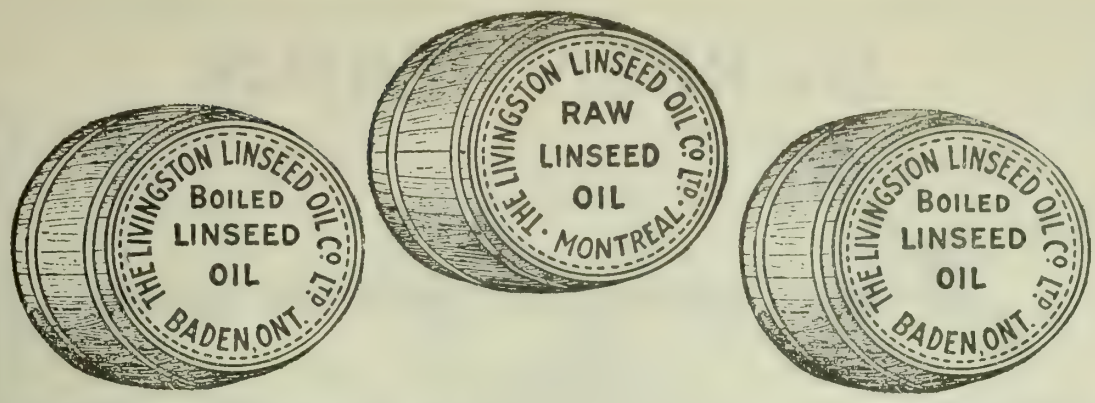
You can have equally good results from a judicious selection of electros combined with good "copy." Write now for free proof sheets showing our complete assortment of hardware electros. They cost only 20 cents each, and they will open up big possibilities for expanding your sales.

HARDWARE AND METAL

143-153 University Avenue, Toronto, Ontario





When a Man Grows Up With a Business

he becomes an expert in his line and his continued efforts ensure the standardization of the product he is connected with.

This is one of the secrets which is responsible for the high and uniform quality standard of

LIVINGSTON BRAND LINSEED OIL

We have men in our employ who have grown up with the Livingston business—men who have studied our interests for the past 50 years and who are to-day as proud of Livingston quality as the proprietors themselves. They are part of the organization; their loyal support and unstinted efforts are to a great extent responsible for Livingston Quality.

These men are at your service when you specify Livingston Brand boiled and raw Linseed Oils.

If your jobber cannot supply you, write direct to us.

(*Livingston brand comes in the blue barrels*)

The Dominion Linseed Oil Co., Ltd.

BADEN TORONTO MONTREAL

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W P WARD

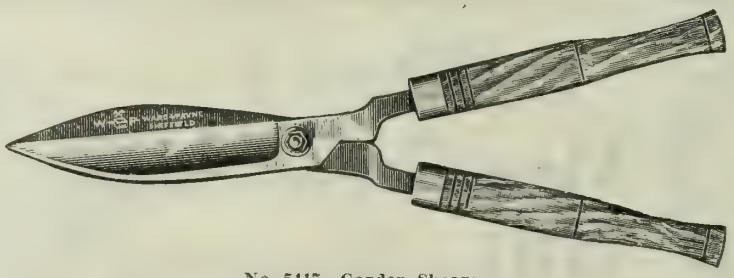
GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

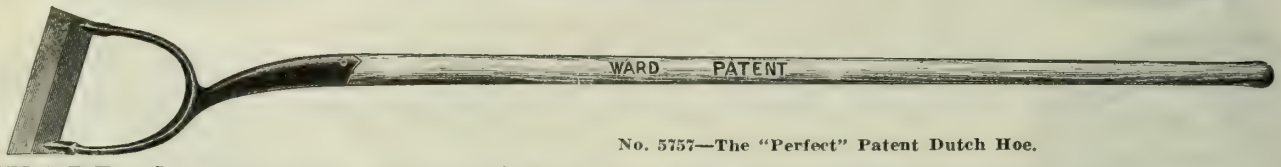
No. 5571—Weed Fork.

No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears. Guaranteed "Fast Handles."

No. 5552—Trowel.



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WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD. 1150 Hamilton St., Vancouver, B.C
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

Get the Beaver Board Story from a Dealer You Know Personally

If not in your own city, in some neighboring town there is an enthusiastic Beaver Board dealer—a man you know personally—a successful merchant whose word is as good as gold.

Get the Beaver Board Story from him—We'll give you his name.

Then you can ask him any questions you like. You can find out how his trade has increased from year to year, and how his profits have climbed up in proportion. He'll tell you how the uses of Beaver Board have multiplied, how the old wallboard objections have been overcome, how Beaver Board is now surface sealed and sized by the **Sealtite** process to prevent warping or bulging.

He'll tell you a lot of other good things about Beaver Board that will come better from him than they would from us. It's an interesting story and a profitable one for the merchant who acts quickly.

Some one in your town will sell Beaver Board. Why not get this profit yourself?

Write us for the names of dealers you know.

THE BEAVER COMPANY, LIMITED
412 Wall Street, Beaverdale, Ottawa, Canada
Plants at Ottawa and Thorold, Ontario

BEAVER BOARD

FOR BETTER WALLS & CEILINGS

Made in Canada

Made in Canada

Big Ben

A *Westclox* Alarm

In Canada $3.50

A sky high material market, increased duty and war tax, have made it necessary to raise Big Ben's Canadian price to $3.50.

Big Ben set himself a big task. When material prices began to climb, he decided to absorb the increase as long as possible. Everything he used advanced, but the economy of larger output, and shop savings here and there enabled him to hold his price and maintain his quality.

He couldn't overcome added duty and war tax. His loyal friends in Canada could not absorb a greater increase in cost, so he raised his price fifty cents.

In every Big Ben advertisement appearing in Canada and the States, the $3.50 price is quoted.

Since November tenth all Big Ben shipped from the factory have been fitted with $3.50 tags.

Dealers who have Big Ben in stock may secure $3.50 tags from our Toronto Office, 58-64 Wellington St. W.

Big Ben has done his share. He's notified the public, he's changed his price ticket, he's made it easy for you to standardize the new price.

Big Ben is oversold. Deliveries are slow. The new price is easy to get.

La Salle, Ill., U.S.A. **Western Clock Co.** Makers of *Westclox*

Toronto Office, 58-64 Wellington St. W.

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

For more than half a century we have been manufacturing rubber goods of every description. We have learned to know "what's what" in rubber goods for the Hardware trade and can satisfy every demand from whatever source it may come.

Fruit jar rings or garden hose, doormats or auto tires, no matter what the rubber need may be, you are guaranteed reliable quality when it bears the mark or brand of the Dominion Rubber System.

Back of all is the attention we give to prompt and satisfac-factory deliveries. In that respect, we have a service that is not equalled within your reach.

Put us to the test. Write our nearest branch and see how we aim to please and serve the trade.

Canadian Consolidated Rubber Co. Limited

Head Office - MONTREAL, CANADA

Service Branches at—**Halifax St. John Quebec Ottawa Toronto**
Hamilton Brantford London Kitchener North Bay
Fort William Winnipeg Brandon Regina Saskatoon
Calgary Edmonton Vancouver Victoria

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, FEBRUARY 24, 1917 No. 7

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THESE garage doors are equipped with 10 and 24-inch Stanley Garage Hinges No. 1457, Latches 1264, Chain and Foot Bolts No. 1055 and No. 1066, and Stanley Door Holders No. 1774.

ONCE you yourself are familiar with the advantages of Stanley Garage Hardware, you will find it easy to sell to your customers who build garages. Write to-day for Stanley Garage Hardware Catalog R-24 and the booklet, "Selling More Stanley Garage Hardware," which illustrates and describes the selling helps you can have on request.

THE doors not only make or mar the appearance of a garage, but they may prove either a source of satisfaction or of constant annoyance.

Stanley Garage Hardware

insures doors that are smooth working and good looking. Hung on ball-bearing Stanley Garage Hinges, they will swing smoothly and never sag nor stick. Unlike sliding doors, they permit all car-entrances to be open at once, take no inside space to operate, and close snugly and weather-tight.

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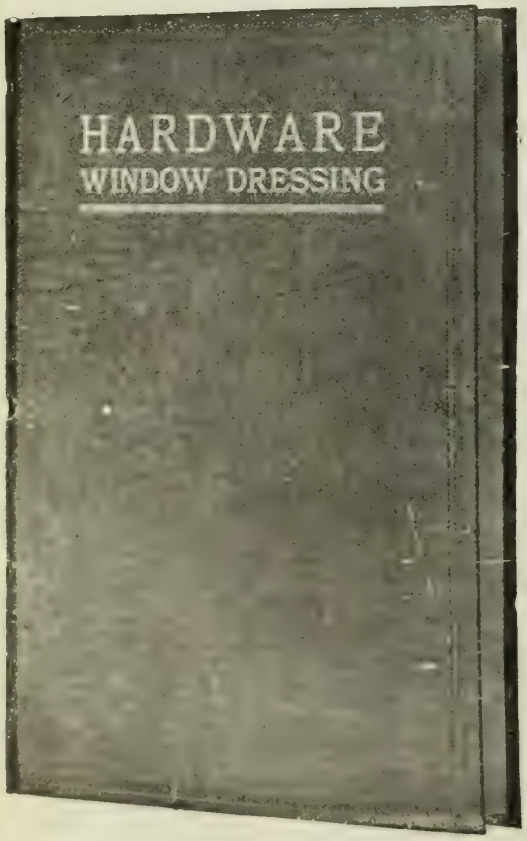


You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, FEBRUARY 24, 1917 No. 8

Speakers Predict Still Higher Prices

Wire Nails to Go $6 Basis Stated One Speaker — Freight Embargoes Causing Endless Trouble—Urge Retailers to Take Legitimate Profits Now.

SEVERAL short, but very informative addresses were delivered at the opening meeting of the twelfth annual convention of the Ontario Retail Hardware and Stove Dealers' Association, held at the Royal Connaught Hotel, Hamilton, Ont., at 2 p.m., Tuesday afternoon.

Mayor Booker, welcomed the delegates on behalf of the city of Hamilton, and extended the freedom of the city. He referred to the importance of Hamilton as an industrial centre, and in addition pointed out that Hamilton had many beauty spot. He urged that every man do his part in assisting the Empire during the present struggle. He referred to the necessity for exercising thrift, and eliminating as far as possible all waste.

H. P. Hubbard, of Atkins Saw Co., welcomed the delegates, on behalf of the Canadian Manufacturers' Association. The speaker referred to the suitability of Hamilton as a convention city, and suggested that Hamilton be selected as permanent convention headquarters. Mr. Hubbard stated that American hardware wholesalers and manufacturers had found it to their advantage to always hold their meetings in Atlantic City. On behalf of the hardware manufacturers of Hamilton, Mr. Hubbard extended an invitation to the delegates to be the guests of the manufacturers at a luncheon and entertainment on Thursday.

Manufacturers Up Against Difficulties.

Adam Taylor, President Canadian Hardware Manufacturers' Exhibitors' Association, explained that owing to war conditions the Exhibitors' Association had found it impossible to put on an exhibition this year. He was glad, however, to see that some manufacturers had arranged for exhibits. Mr. Taylor outlined the difficulty the manufacturers were having in securing coal, coke and raw materials. The retailers, he stated, are urging Canadian manufacturers to make new lines, but we cannot fill our orders for staple lines. His company in June, 1915, placed an order for 50,000 lbs. of steel for making thumb latches. One-half of the order was delivered a year later in June, 1916, and the balance will not be delivered before the second half of 1917.

Mr. Taylor urged the retailers to follow the market reports in the trade papers, and mark up their prices to conform with new costs. Many retailers are selling goods on the basis of old and low costs, and in so doing are jeopardizing their businesses. Prices are bound to come down, though not in the immediate future. Retailers should take legitimate profits now, based on present costs, and prepare for the future. Mr. Taylor pointed out that the trade paper market reports are an excellent guide for the retailer at the present time, in fact the only guide, because the travellers have not got time to go through their catalogues and notify retailers of the many price changes taking place from day to day. Mr. Taylor stated that most manufacturers to-day are selling goods at lower prices than those warranted by present costs of material and labor. Still higher prices are bound to come before lower prices. The war is not nearly over, and when the reaction comes it will be gradual.

W. J. CARTER,
Retiring President O.R.H. & S.D.A.

Urges Co-operation.

C. A. Whitwam, Hobbs Hardware Co., London, Ont., was glad to see the retailers getting together. The retailers, stated Mr. Whitwam, are a power together, singly they are not. There is great danger of an attempt being made in the near future to secure legislation which will place almost every manufacturer, jobber and retailer in a precarious position. The "high cost of living," is being blamed upon the wholesaler, manufacturer and retailer. The speaker would not suggest what form the dangerous legislation might take, but warned his hearers that the machinery is now at work. For their own protection the retailers should work closely together. Mr. Whitwam told how the retail hardware merchants of London, are working together. He referred to the recent London retailers' banquet as the best he had ever attended.

Mr. Whitwam also urged the retailers to watch the markets closely and take the profits to which they are entitled.

Jobbers Have Difficulties.

In welcoming the visitors, H. S. Alexander, of Wood, Vallance Co., Hamilton, stated that he would be glad to see the retailers adopt Hamilton as permanent convention headquarters. He referred to the city as an ideal place for holding conventions, both from the standpoint of railway facilities and hotel accommodation. Mr. Alexander related some of the difficulties confronting the jobber to-day. Railway embargoes are holding up shipments both coming and going. The situation is a serious one, and about all we can do is take the advice of the parrot as follows:—

"A certain man had two sons, one a preacher, the other a sailor. Both possessed parrots. After a long period of absence the sailor and his parrot returned to reside with the preacher. The parrots

A PANORAMIC PHOTOGRAPH OF THE CONVENTION TAKEN IN FRONT

were placed in the same room and in a short time struck up conversation as follows:—

Preacher's Parrot: "What shall we do to be saved?"

Sailor's Parrot: "Pump like hell and keep the ship afloating!"

Predicts $6 Nails.

T. B. Williamson, of H. S. Howland Sons & Co., jocularly complained that the previous speakers had stolen his thunder. The jobbers had held a meeting in the morning to decide on what they would say to the retailers, and the two previous speakers had delivered his part as well as his own. Mr. Williamson referred to Hamilton as being a splendid convention city, better in fact than Toronto, owing to the size of the latter place. Mr. Williamson pointed out the necessity of retailers following the markets, and basing their selling prices on to-day's cost. The chief difficulty confronting the jobber at present, stated Mr. Williamson, is that of securing goods. The congestion on the railways is a serious situation for the wholesaler. His company had invoices for four cars of goods, one dated Nov. 10, the others in December and January, and there is no trace whatever of the goods — they are lost completely. Mr. Williamson gave an interesting sidelight on the wire nail situation. He had predicted in 1915 that we would see wire nails at $4 base. They are now $4.70. Mr. Williamson now predicts wire nails at $6 base and wire rods at $100 ton. He concluded by advising all retailers to take all legitimate profits, based on present costs.

No Profit for Jobber.

James Hardy, Toronto, secretary Canadian Wholesale Hardware Association, advised the retailers to look out for themselves. As secretary of many associations he felt that he was in sufficiently close touch with conditions to properly size up the situation. He felt that still higher prices are coming on many lines. Nails for instance, at present prices are not allowing the jobber a profit. Rods to-day, stated Mr. Hardy, are $75 per long ton at Pittsburg, or $67 for 2,000 lbs.. Add duty and freight and the cost in Canada for rods alone is $3.95 per 100 lbs. If you buy nails to-day from the jobber at $4.70 base, assuming of course that you are paying the fixed association price, the jobber is not securing a profit. The price of nails must go up because the present cost to make and market them is $4.70 without an allowance for the profit. The jobber, stated Mr. Hardy, has to get something out of it. How is it going to be done? Mr. Hardy urged the retailers to co-operate and work in harmony. They could accomplish a great deal of good by co-operating in the same manner as the wholesalers. He suggested that retailers work together as they are working together in London, Ont. The travellers, stated Mr. Hardy, could also be of great assistance in creating harmony among the retailers. When competitors get together they generally find that the other fellow is a pretty decent fellow after all. Mr. Hardy also urged the retailers to base their selling prices on to-day's costs.

Duration of the War

Colonel MacLean, publisher of HARDWARE AND METAL, said that the editor had suggested that the topic before all others the trade would like him to speak upon was the length of the war; the probable course of trade and values until then and after; and, based on this, to give his advice as to their buying policy in the meantime.

Because of the accuracy with which they had forecasted leading events, during the last four years, many readers of the MacLean publications had come to regard them as an infallible guide on the bigger political and business problems.

Colonel MacLean said this was giving him and his organization credit for an almost supernatural insight into affairs they did not deserve. They were simply specialists in news that affected Canada's business and finance. They were not influenced by prejudices and preconceived ideas. They searched the world for news, and published, for the benefit of their readers, what they gathered. Often results based on this news were so very definite that they were able to offer very safe advice to their readers.

Often this advice and policy were so contrary to the prejudices and preconceived ideas that he was abused for publishing or advocating them. A number of bankers and financiers were bitter in their abuse of him, when in 1912 he had made a careful investigation in Europe, and found a very serious situation underlying the unprecedented prosperity then prevailing, particularly in Canada, and they had warned their readers of the coming trouble. Some said even if it were true, the information should not be published. With this he did not agree. He felt there was too much secrecy in politics and business for the public good. It was often used to cover official incompetence or corporation crookedness.

He had been called anti-British for publishing in 1914 that war would last perhaps five or six years, and that Canada must at once get an army of 250,000, not the 25,000 that had been decided upon. He based this opinion mainly on what he knew of German preparations, and British indifference. One English Cabinet Minister, for example, had said they were quite safe in England—the war was to be a great source of profit to them and "business as usual" should be their national motto.

These, and many other less important problems were quite easy to deal with by unprejudiced investigation and writers, but the question of how long the war may now last, was one which, no one among the Allies can answer. The Germans might be able to give us some indication. If, as some argue the offensive is not with them, the defensive certainly is.

How much we are governed by our prejudices and predilections one can realize when he recalled that July of last year, a friend of his—one of the most successful of the younger generation of industrial financiers—came to him and asked his definite opinion on how soon the war would end. He, Colonel MacLean, had answered that it depended upon the Germans. This industrial chief was most indignant and said the Allies had them in their power and the war would be over sooner than most people expected.—as Premier Asquith had used almost the same words in October, 1914.

The war might end, at the earliest, in six months, or it might go on for years. Experience in the United States civil war, South Africa and the Balkans, showed that nations can go on living and fighting for years after they were, really, defeated. We have to remember, he said, the whole German people, believe they were attacked. It was hinted in 1912 in diplomatic circles, and was common talk in Europe in 1913, that they were to be attacked by Russia and France. Now they are being told that defeat means extermination. The natural deduction is that a nation living under such beliefs will fight a defensive war to the last man. He had learned from neutrals who had recently been there, that the Germans were most anxious for peace, but are well supplied with munitions and with the

(Continued on page 34).

OF THE ROYAL CONNAUGHT HOTEL ON WEDNESDAY AFTERNOON.

President Advises Taking Profits

President W. J. Carter Urges Members of O.R.H. & S.D.A. to Take Profits Now and Prepare for Decline—

TO our Guests, Associate Members and my fellow hardwaremen here assembled I extend hearty greetings to this our 12th Annual Convention.

It certainly does us great good to meet together in this manner from year to year, both from a social and business standpoint. The renewing of old acquaintanceships, the new friendships formed, the interchange of ideas regarding business make "Convention Days," days of pleasure and profit combined; and surely no hardwareman who attends with the intention of benefiting himself can depart without doing so. On the other hand, if he simply drifts to the city with the intention of having a good time, does not attend the meetings regularly, takes no part in the discussions, how in the name of common sense can he expect to take profit from a gathering that means much if you come with the determination to take much out of it.

The year just past and gone has been a most remarkable one in regard to hardware and all other branches of trade. Who is there amongst us who could have foreseen the unprecedented rise in prices that has taken place on all lines of hardware, paints, and oils during that period? When we hark back to 1914, the days of $2.00 nails, and to-day see nails at $4.70 and other lines as a proportionate advance, surely it behooves us to sit up and think and our buying in the future must be done with unreserved caution, for now is a time of caution as well as precaution. In regard to selling I would strongly urge our members to not fritter away their stock by selling at prices inconsistent with market prices prevailing. We know that we must stand the declines when they are reported, and we should get the advances while they are available.

In regard to standing of our Association we certainly have cause to congratulate ourselves on the steady increase of membership during the past year, which has been mainly due to the activity of our worthy Secretary, W. F. Macpherson, the man who does things. The issuance of the net cost price cards compiled by him entailed untold work, but have proved of untold value to our Association in the matter of increasing membership and placing same in a strong position. I doubt if any of our Sister Associations across the border gives this service—a service that our Secretary deserves all the credit for, as it was thought out by him, and was at his suggestion adopted by your Executive.

In referring to the Executive I cannot refrain from expressing the great loss that body has sustained in the passing away of one of its members in the person of the late W. W. Bennet of Gananoque. W. W. Bennet was a man of sterling qualities and splendid business ability, and one who always took an active interest in our Association, and his passing away leaves a gap in our ranks hard to fill. That one so useful should be called on to cross the Great Divide while in the full prime of life is sorrowful in the extreme, and I am sure that his widow and daughter have the deepest sympathy of every member of our organization in the hour of their terrible bereavement.

In conclusion I wish to thank the exhibitors and associate members for the splendid support they have given our Convention. I also wish all our members a full measure of prosperity and happiness during 1917, and trust ere we meet again that the most terrible war in the world's history will have ended, and that Germany, the foulest, cruellest, most infamous and barbarous nation that has ever existed will by Britain and her Allies have been humbled to the dust."

W. J. CARTER,

President, O. R. H. and S. D A.

Secretary Reports Increased Membership

IN presenting you this, my second annual report as your Secretary, I take considerable pleasure from the fact that I am able to advise you of a considerable growth in the membership of your Association, a growth which I believe to be healthy, representing as it does the better class of the retail hardware trade of Ontario and who have, without exception, approved of the service which your Association is giving to its members.

Membership Increased

A further evidence of this is seen in the small number of lapses of the 1915 class who did not renew for 1916, only 12 in all, of whom, to my personal knowledge, one has died and one gone out of business, leaving only 10 and probably business changes have occurred in some of these.

To this date, I have now on my records:

Members renewable from 1916—160
Members now paid for 1917.... 107
Making our total membership.. 267

Showing an increase of 40 members since 1916 Convention and 156 since the inception of the "Service to Members" plan at the 1915 Convention.

This is exclusive of associate members.

Preparing for Drop in Prices

The issuance of cost sheets in net figures from time to time during the year has met with the approval of the mem-

bers and I have very many letters on file expressive of appreciation of this service. In view of the steady increase of values during the past year, I have, in mailing out price changes strongly advised our members to base their selling figures on up-to-date cost, which advice, to many wideawake dealers, may appear gratuitous. Still, evidences of timidity in making advances have come to my attention and it was to strengthen this class of dealer that I emphasized the necessity of reaping profits, which will be needed for the rainy day when drops begin to come, some, no doubt, like a coldburst, but in the main, I believe, in moderation, it being my honest belief, that the manufacturers (with possible exceptions) have not taken advantage of war conditions to in-ordinate advance prices, but that the main increases have been caused by economic conditions directly due to the world's conflict in which we are taking a direct and glorious part.

Insufficient Merchandising

At a Convention of this kind, we all look forward to learning something which will be of material advantage to us in our business. We must all frankly admit that we are not equally efficient in the various departments of merchandising, Some of us are good salesmen, some good buyers, a few good collectors, and it is to be hoped that those of us who are

J. N. McGREGOR
Newly-elected President of the Association

efficient in any one elsas will be generous enough to give others the benefit. In this exchange of ideas, we get the greatest good from coming together.

Need More Members

I would like to make the point clear that we still need more growth in our membership to attain the full objects for which we are associated, and I firmly believe that every member of our Association could, by a single half hour's work, add one new member to our roll. This would mean a membership of over 500 and would further mean that extended service could be given and a direct personal benefit would be received through your efforts. I trust that every member will make a firm resolution that this will be his first duty to his Association on his return home.'''

Collection Form Effective

During the year, I have received many remittances and promises of settlement from delinquent debtors to some of our members, who are using successfully our Collection Forms. I would urge our members to use these forms more freely and they will surely get results.

Your officers, as always, have given of their time to the work of the Association and have responded promptly to all requests for assistance and advice and have made the work of the Secretary a pleasure and I wish to thank them for their able assistance.

In conclusion, let me express the hope that every member will attend all the sessions during the Convention and enter freely into the discussion of matters brought before the meetings. Give us of your knowledge and experience, but don't forget to take home all you can use of the other fellow's.''

W. F. MACPHERSON,
Secretary O.R.H. and S.D.A.

Proper Methods of Taking Stock

Lengthy Discussion on Relative Merits of Invoice Cost and Present Value Methods—Question Box Opens—Auto Accessories Found Profitable—Protest Against Eaton Name in School Books

THE Tuesday evening session was marked by a number of discussions on practical subjects. Regular business was first taken up, consisting of the report of the treasurer and of the Advisory Committee.

Mr. Caslor's statement showed a balance on Jan. 1, 1916, of $752.83, with receipts during the year of $545.74, making a total of $1,298.57, against which were disbursements of $1,077.05, leaving a balance at the first of the year of $221.52. Stock on hand was valued at $226.45. The treasurer's statement had been audited by Geo. Mathewson and J. W. Peacock, and found correct.

A number of letters were received expressing regret of the writers at not being able to attend the convention. Letters were read from the following; J. W. Dowling, Caverhill, Learmont & Co.; A. A. Bettues, Gillette Safety Razor Co., Montreal; Fred C. Lariviere, Lariviere Incorporee, Montreal; Luther W. Smith, Wells Bros., of Canada, Galt, Ont.; T. D. McFarlane, McFarlane, Douglas Co., Ottawa, Ont.; Geo. B. Dowswell, Cummer, Dowswell Co., Hamilton, Ont.

Taking the Inventory

The main discussion of the evening was on the proper method of taking the inventory in view of current conditions. D. A. McNab, of Orillia, opened the debate, pointing out that the matter of stock taking had become of unusual importance owing to the fact that the past year had not been normal, prices having been very much inflated. He believed that any dealer who was under the 80 per cent. co-insurance clause was placed in a dangerous position as a result of price inflation. Unless a dealer in this position watched his stock closely he would soon find that he was not keeping his insurance up to the agreement.

"What do you take stock for?'' asked Mr. McNab. "For your own personal satisfaction. It is not for the public. Therefore, you should take stock in such a way that you get the information you want yourself.'' He went on to explain that, from this viewpoint, he favored taking stock at the actual cost of the goods. If prices drop later, the merchant is not disappointed, as he would be if he had figured on the present high prices and thus placed his assets on an inflated basis. "If you have actually paid $20,000 for your stock,'' he declared, "put the stock in at that figure. In your own mind you can reckon that the stock is worth, say, $25,000, and if you feel it advisable you can put on more insurance. If the high prices continue for another year, you can figure what is left of present stock at the higher level then. But, don't fool yourself into thinking that your stock now represents the exact value of present prices to you. Those who take stock on the present value of their goods—and

I know some who have done it — are fooling themselves into thinking they are richer than they really are."

He went on to point out that, if a merchant took a statement to the bank based on the present value of stock, he would cut a sorry figure if he had to go back next year with the stock marked away down again. The banker would claim that his business had been falling off.

The Co-insurance Clause

Ed. Wanless, of Chatham, agreed with Mr. McNabb. He expressed the opinion that he would not go in on the co-insurance clause under any circumstances. It was necessary to watch insurance matters very closely. He instanced his own case where their fire some years before had caught them unprepared and they had realized only about 35 per cent. of their loss.

President Carter stated that he was not operating under the clause. Had he been under the clause, he would have realized about $2,000 less insurance after his recent fire.

The Matter of Fixtures

Mr. Wanless asked how fixtures should be figured in the inventory.

Mr. McNab argued that allowance should not be made for depreciation in fixtures. They were worth as much in the store in ten years as when they were bought. They had in their store a cash register which was bought 17 years before and it was just as satisfactory as ever. If a merchant kept taking ten per cent. off each year, before long he was putting practically no value on the fixtures. If a fire came along, would he be prepared to let the insurance companies value the fixtures on his own book valuation? Not much!

Selling Out Value

Enlarging further on his argument in favor of taking the stock on the actual invoice value, Mr. MacNab declared that there wasn't a hardwareman in the room foolish enough to buy out his stock and give 100 per cent. on present prices.

Present Prices on Heavy Goods

Mr. Wideman, of Markham, declared that he had marked up certain heavy lines at present prices — nails, white lead, linseed oil. This stock turns quickly and can be sold at figures based on present wholesale prices.

Mr. Wanless raised the point that it should be possible to do the same on shelf goods. Care should be taken to keep the prices on shelf goods marked up in accordance with wholesale advances. Shelf goods turn rapidly enough and, if sold at figures justified by market prices, they might be figured in the inventory at present valuation also.

Mark at Present Value

James McGregor, Oakville:—"The man who takes his stock at present prices has a surer knowledge of his present position." Mr. McGregor argued strongly for this method, taking the ground that the merchant wanted to know what his stock represented. His plan was to follow the market up; if a slump care, he followed it down. His books always showed the present value of the stock and in that way the real object of the inventory was attained.

A. J. Wright, of Hamilton, stated that he had always taken stock at what the goods had cost him, but that he was beginning to have serious doubts in the matter. For instance, he had nails in stock that he had bought all the way from $2 up. His plan had been to strike an average and put them all in at $3.50. He had just completed his inventory, taking the invoice cost price, but he thought he would have to add a percentage to some lines in order to find out just where he was at.

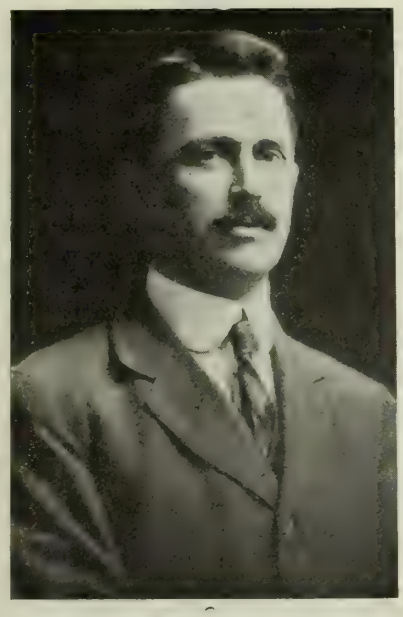
At Present Value

Secretary Macpherson stated that he had taken stock on the present value of the goods, but in putting the figures through his books he would put on a discount. His rule had always been to reckon on present price. Sometimes he had to put goods in at less than he had paid. In that way he took his loss right there.

Mr. MacNab claimed that there was no advantage in taking stock at present prices and taking off a discount over inventorying goods at cost price and adding a percentage. The latter plan, he claimed, was safer and sounder.

Double Inventory Suggested

On request, Geo. D. Davis, editor of HARDWARE AND METAL, gave a statement of what he had found in his investigation of this subject. The lar-largest hardware firms in Hamilton, had taken stock at present cost of goods and then taken off 20 per cent. One of the largest hardwaremen in Hamilton had followed the same plan, taking off 15 per cent. Some dealers, he had found, took stock at invoice cost and added a percentage. Perhaps the safest method of all—although it entailed more work—was to take a double inventory. Thus, a merchant would know exactly what his stock had cost him and what it would bring if sold at prices based on present market value. This gave him the most complete information. An important point brought out by Mr. Davis was that the Finance Department at Ottawa had advised HARDWARE AND METAL that, for the purposes of estimating taxes on profits, they expected, merchants to figure only on the invoice cost of goods.



W. F. MACPHERSON,
Prescott, Ont., Secy., O. R. H. & S. D. A.

The Question Box Starts

President Carter then opened the Question Box. Some of the queries brought forward started interesting discussion in which nearly all present took part.

Question.—Would you consider changing your paint stock from a well-known manufacturer's brand to a personally branded line that could be sold at lower price?

The meeting was unanimous against this, as it was contended that, by so doing, a retailer would lose all the value of the national advertising of the manufacturer. This view was put forward concisely by Mr. Conn and Mr. Wright.

Buying from Wholesaler

Question.—Which is the better policy, to buy from one wholesale house, or divide your orders between three or four?

Mr. Mistele, of Rodney, declared he could get better service by giving the bulk of his business to one house than by splitting it up.

Mr. Wright stated that he concentrated his business with one house, but dealt to some extent with several others. He could improve his assortment this way and also keep closer to market conditions. Mr. Bottum, of Bobcaygean, had found his experience the same.

Carrying Portland Cement

Question.—Do you recommend carrying Portland cement? Does the profit warrant the time and work necessary?

S. B. McClung, of Trenton, thought it best to leave cement alone, if possible, and Mr. Bernhart, of Preston, agreed. The latter handled from 18 to 20 cars a year, but found it very difficult to handle.

Mr. Macpherson, however, took the opposite view, that a good profit could be obtained and the president backed him up, declaring that he had found cement a lever to get other trade, and profitable in itself. Mr. Oldham, of Weston, took the same view that handling cement brought other business.

Value of Auto Accessories

Question.—Have auto accessories proven a valuable line? Is it profitable to operate a garage?

A large number testified to the splendid results they have obtained from handling auto accessories. Mr. Macpherson stated that he had just put in a sidewalk tank and had made a good profit on the sale of gasoline. He likewise had worked up a nice business in accessories.

Mr. Mistele had done a good business during the last year in accessories considered and found it paid him well.

Mr. McGregor had handled an automobile agency as well as accessory business. He was a strong advocate of the wisdom of handling accessories, but he was not so sure of the garage proposition.

No Association Prices

Question.—Have you ever taken up the question of fixing the retail prices on bolts, wire, etc.?

The secretary explained that he had often received letters similar to this, asking if the association had fixed selling prices on certain lines. His answer invariably was that it was impossible for a provincial association to fix prices and that such matters could only be looked after by local bodies.

Charging Country Merchants More

Question.—Why are country merchants charged more than city dealers?

The question was not debated at any length, but a new viewpoint was introduced by Mr. McGregor. He pointed out that country merchants are inclined to complain because the city dealer has goods delivered at his door, while he (the country dealer) had to pay freight cartage and everything else; but the country dealer has most of his customers drive to the store and take their goods away, while the city dealer has the expense of delivery; so things even up in that way.

Object to Eaton School Books

Question.—Is it fair to retail merchants that the T. Eaton name should be on the school books?

Morris Phillips, of Toronto, contended that the ad. which Eatons got through having their name in the school books was worth millions to them. The merchants should get legislation to stop it.

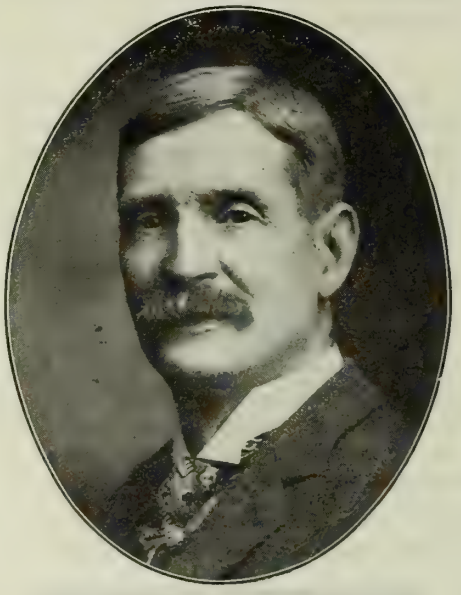
It was moved by F. R. Jackson, seconded by Mr. Phillips, that a resolution be forwarded to the Ontario Government, protesting against the appearance of advertising matters in the school books.

This was carried.

Executive Urges Larger Membership

Also Recommends Change in Election of Officers—Only Two Meetings of Executive During Year Owing to Increased Service to Members

IN the report of the Executive Committee was pointed out the necessity for steps being taken to increase the membership of the association. A recommendation was also made to the effect that the election of officers and executive be left to the convention without any previous recommendations from a nominating committee. The report follows:—



JOHN CASLOR,
Toronto, Treasurer O. R. H. & S. D. A.

"Your Executive and Advisory Committees jointly beg to report as follows:

Owing to the cost of administering the service to members' plan, as adopted by your association, and of which so many have expressed their appreciation, frequent meetings of these committees have been avoided, there being only two meetings of the executive during the year, one during the 1916 convention and one during the present session, matters requiring attention during the interim being dealt with by the Advisory Committee or by correspondence.

"Acting on your instructions, your Advisory Committee took steps with the Eaton paint case, which came up during last convention. Action was entered as per an agreement with the Retail Merchants' Association, and while not successful, we feel has been beneficial in many ways."

A report was read from Morris Phillips, of Toronto, regarding his action in the Eaton paint case, particulars of which appeared in HARDWARE AND METAL some time ago.

"We feel that Mr. Phillips' interest in the paint matter deserves commendation. The Canadian Hardware Manufacturers' exhibitors not being able to put on an exhibition at the present time, owing to conditions which we all understand, your Advisory Committee, with the approval of the Executive, decided to intimate to manufacturers who desired to make an exhibit during our convention, that on payment of a small fee, same would be approved by the association.

"We have now in the hotel a considerable number of very creditable exhibits, and urge the members attending the convention to visit same frequently and do all business possible with them.

"During the past week one of the executive visited a town, at the request of the local dealers, with the object of forming a local association and promote more harmony and better business ethics than formerly existed. The attempt looks promising and your Executive would encourage such movements and will do all in their power to assist in the formation of such associations for the objects above stated.

"Your Executive would further urge the members to act on the suggestion of the secretary to increase our membership, and ask each and every member to use every endeavor to secure one new member for the association on their return home.

"Your committee further recommend that the election of officers and Executive be left to the convention without any previous recommendation from a nominating committee.

"All of which is respectfully submitted."

Meeting Mail Order Prices

Discussion at Wednesday Afternoon Session on the Problems Arising Out of Enamelware Distribution—Making the Tinshop Pay—The Advantages of Co-operative Delivery

THE afternoon session on Wednesday, was taken up largely with discussions of practical questions. J. N. McGregor introduced a discussion of enamelware problems; Mr. Reddick, of M S. Madole Co., Napanee, started an interesting debate on tinshop problems; and President Carter started a discussion of co-operative delivery.

"The mail order houses are our greatest competitors in the enamelware line," said J. N. McGregor, in introducing the discussion on this subject. He went on to say that on certain lines the Eaton Co. sold at prices that precluded a profit, but that on the better lines they often got a better price than the retail hardwareman. He had spent some time looking over their stock and had convinced himself on that score. The mail order descriptions and pictures gave an entirely erroneous idea of the goods offered. The retailers could not offer "leaders" as the catalogue people did but, after all, they need not be feared as much as some merchants feared them.

Morris Philips told of an experience in buying tea kettles from the T. Eaton Co., at a lower price than was quoted to him by the manufacturers. He had taken the matter up with the manufacturers and had been told that they "often bought the kettles from the Eaton Co., when they run short." In other words, the manufacturer bought the goods back from Eaton's at a lower price than they had sold them to Eaton's in the first place.

C. W. Conn contended that hardwaremen should not attempt to meet the Eaton prices on cheaper lines—which they could not do profitably—but should handle the better quality goods and win the confidence of the public in that way.

It was pointed out that there was a special ten per cent. discount in Toronto to all dealers on all kitchen ware.

F. R. Jackson said that he had been assured by the manufacturers that the particular brand of kettle referred to by Mr. Phillips, was not sold any cheaper to the T. Eaton Co. than to the retailer. On this point Mr. Phillips said he had heard that the only concession the Eaton's got was an extra five per cent.

Mr. Jackson did not see how dealers in the country could meet the opposition of the mail order houses on kitchen ware when they had to buck parcels post and the 10 per cent. advantage to Toronto buyers as well.

D. Cinnamon, Lindsay, was convinced that the mail order houses bought at much lower prices than the trade. There were articles in the graniteware line sold by the mail order houses at 15 cents that he could not buy at less than 50 cents! He contended that the 10 per cent. allowed to Toronto buyers was an injustice. The only way to straighten these evils out was to buy jointly or else stop buying from these particular manufacturers.

"Here's the solution," said A. J. Wright. "Get every hardwareman in Ontario into our association. Then we can see that these things are stopped."

A member: "We are strong enough to do that now."

Mr. Wright: "No, we are not strong enough yet."

Tinshop Management.

M. Reddick, of M. S. Madole & Co., Napanee, dealt with the problem of making the tinshop pay during war times. He laid down as a first principle that an absolutely correct idea of costs must be secured. He had investigated the matter of time closely. His men would report to him that they could do so much work in a certain time. "No doubt you can," he would reply, "but do you?" By close questioning he had managed to find out exactly what work they did and in this way he had been able to find out exactly what to charge for time. In the matter of costs of material they had found that the reports in Hardware and Metal were a sure guide in "buying right."

"The principal way to make the tinshop pay is to get the price,' said Mr. Wanless. Close supervision was needed. His brother was a good tinsmith and spent much time overseeing the work. They made no effort to get any of the cheap work and had found this a good principle. They had plumbing, heating and electrical departments, but they kept their tinshop entirely separate.

C. W. Conn believed that success in the tinshop could be secured by applying to it the same business ideas that were used in other branches. A man who did this, even if he knew nothing of the practical side of it, could do better than the average mechanic. Personally, he had kept cost and time sheets on every job and he could look up to-day and find out the exact cost of every contract handled years before. He had insisted on separate records being kept of every job. This enabled him to make comparisons and see that work done now did not exceed the records of similar work. He believed in having only good men and in paying them a good wage.

There was considerable difference between the work in the country shop and in the city shop. In the smaller places it was necessary to have men who could do all classes of work. He favored getting apprentices and training them so that help of the right kind would always be available. To Mr. Wanless' motto of "get the price," he added, "and keep complete records of it."

In answer to a question he explained that his men made out time sheets sach day, marking in records for every fifteen minutes. These were transferred every night to the job sheets.

Mr. Smith, of Belleville, suggested that at the next convention each member should bring the forms that he uses. These could then be discussed and compared so that a perfect form could be evolved.

Mr. McGregor contended emphatically that the tinshop could be kept absolutely distinct from the hardware store if it was desired to find out if in the course of a year the tinshop paid. There were times when the men were not engaged on any particular job and this time had to be covered in such a way that it was taken care of properly on charges made.

Ed. Wanless pointed out some of the difficulties met in keeping the departments separate. Customers would sometimes come in for small items supplied from the tinshop. The money would be rung up in the usual way and credited to the store. He recommended Mr. Conn's system and thought the latter would be glad to explain it fully to any member who cared to consult him.

"Don't allow waste. See that your men work up the material properly," said Mr. Mistele. He told of instances of waste in the material in the shop.

"All our mitres are made on the job," said Ed. Wanless, taking up the question of waste. "We have eliminated the loss from short ends."

The question was asked as to prices secured for eavetroughing. Some quoted 12 cents for 10-inch girth and 14 cents for 12-inch. These were considered to be fair prices.

Co-operative Delivery

President Carter opened the discussion on this point. Parcel express makes two deliveries in the morning and two in the afternoon. In hardware lines he handles the deliveries of at least three hardware firms. He also hadles deli-

veries for grocers and other firms. He charges us $2.25 per week. If in between his calls we have a rush order, we send a boy on a bicycle. The cost is low in our case, because the service is a good one. He will deliver anything up to 2 or 3 sacks of cement. Of course, for heavy loads we have to hire a dray.

A. J. Wright stated that a parcel delivery is within two blocks the delivery The Service Co. will take everything up to half a full load. They handle my C.O.D.'s, make three deliveries a day and give excellent service. The cost to us is $4 per week. Prior to the establishment of this service, we tried out the system under other management, but it was not satisfactory. Under the new system the service is very satisfactory. Mr. Wright stated that he had about two specials each week, and in these cases he hired special drays.

Another member stated that in his town he had a system where if the delivery is within two blocks the delivery service charge is 5c per delivery. Beyond this limit the charge is 15c. The average cost to me is $3 per week. We have three deliveries each day. On Saturday there is one evening delivery at 7.30 o'clock. We find it satisfactory.

C. W. Conn stated that in Tillsonburg they have four deliveries each day with two on Saturday evening. The Delivery Service Co. gives a good service and makes calls regularly. The cost is a great deal cheaper than hiring a man and horse. We deliver small parcels by boy on a bicycle.

Mr. Phillips placed a motion before the meeting, thanking Hardware and Metal for publicity in the matter of the recent paint case. The publicity given in Hardware and Metal had been of inestimable value to the trade.

Mr. McGregor seconded the motion, which was carried unanimously.

Not Called For

The Question Box was then renewed, the first one being:—

Question.—How do you keep down your "not called for" stove repairs?

Mr. Wanless explained that the tags attached to parts delivered to them had the firm name and the name of the customer as well. This made it possible to keep track of every part.

F. B. Smith, Belleville, explained that he supplied the customer with a slip to be filled in. He uses regular order forms to be sent to the manufacturer, keeping duplicates. The duplicate is attached to the slip filled out by the customer and filed away. When the part comes in he looks up the duplicate in the file. Despite these precautions, he still finds that parts not called for pile up on him.

O. S. Reddick explained a system of shelving by which he had certain compartments for all parts kept in stock for certain makes of stoves.

D. Cinnamon reported that he had found the stove repair department as profitable as any. He kept a book for all repair parts ordered. With customers who seem uncertain, he insists on a small deposit before ordering repairs.

C. W. Conn recommended strongly that all dealers selling stoves keep a record book, giving sales, name, address, number of stove, etc. He has done this for 17 years and can order repairs for any customer who has bought stoves from him in that time.

Change the Name?

Question.—Why not change the name of our association to Ontario Retail Hardware Association?

Mr. Conn opposed this idea. The membership now included men who were not in the hardware business, but handled only stoves and tinware.

This seemed to be the unanimous opinion.

Handling Paint

Question.—Does it pay to handle two lines of paint, a low-priced line and a higher priced one? What percentage of profit should be secured on paint?

John Caslor believed it did not pay to handle more than one line. Mr. Smith, Belleville, handled one line only, a high priced grade. He had thought at one time of putting in a cheaper line as well, but had decided not to do so.

A. E. Bottum had put in a cheap line and had featured it in the window, but had not sold it—although the mail order paint sold in the neighborhood just the same. Mr. Oldham thought it did not pay him to handle a cheap paint. Mr. Caslor explained that at one time he handled three lines and when he decided to concentrate on one line, he took all that was left of the other two and sold them as a job lot to a master painter.

The Better Glass Cutter

Question.—What kind of glass cutter gives the best results—diamond or wheel?

Opinions differed on this point. Some spoke for the diamond, others, with equal force, for the wheel. Mr. Smith explained that two members of his staff only were allowed to cut glass. They had become expert and made few mistakes. They used the diamond. It was brought out that only one man should handle a diamond cutter.

The Motor and the Horse

Question.—How does auto delivery compare with horse delivery as to cost and efficiency?

Mr. McGregor had supplanted horse delivery for an auto and his only regret was that he had not done it sooner.

Mr. Wanless had supplianted eight or ten horses by two cars and had found that the motor delivery "beat the horse to pieces." They were through with horse delivery.

Percentage of Profit

Question.—What percentage of profit do you put on granite and tinware?

"It should be possible to get a good price to-day," was the opinion of J. N. McGregor. The concensus of opinion, however, was that it was not possible to charge perecntage. The best way was to judge each article as to what could be obtained fairly for it.

Complimentary Banquet to Members

Wood, Vallance & Co., Entertain the Association—A Few Good Speeches and a Splendid Musical Program —A Social Event That Will be Long Remembered

ON Wednesday evening the members of the Association were tendered a complimentary banquet at the Royal Connaught Hotel by Wood, Vallance & Co. Unquestionably this entertainment will stand out as one of the most enjoyable functions that has ever featured a convention of the Association. It had been admirably planned to give the greatest degree of sociability. Instead of the usual long tables, the members were grouped around small tables for six or eight. The menu had been selected with rare discrimination as a glance at the list appended below will confirm. Finally the programme was made up of just the right ingredients and was just exactly the right length.

The dinner began about a quarter to seven and ran through the following courses:—

Grape Fruit Cocktail; Essence of Tomato Palermitaine; Celery; Dug Olives; Aignuillette of White Fish Galere; Potato Hollandaise; Broiled Milk Fed Chicken on Toast; Cauliflower au Gratin; Potato Chateau; Heart of Lettuce; Russian Dressing; Biscuit Glace Cyrona; Fancy Cakes; Demi Tasse.

The Programme

The programme consisted for the most part of musical numbers supplied by the

best Hamilton talent. Only three toasts were offered. The first was to the King. The second was to "Canada" with a response by Prof. Macpherson, of the Normal College, and brother of W. F. Macpherson. He made the keynote of his address the new patriotism that the war has aroused. The need is now felt, he contended, for the individual Canadian to think less about his rights and more about his responsibilities. The toast to "The Ontario Retail Hardware and Stove Dealers' Association" was coupled with the names of First Vice-President J. N. McGregor and Secretary W. F. Macpherson. Mr. McGregor referred to the fact that, as President Carter had delegated the task of replying to him, he felt that he had had honors thrust upon him. He acquitted himself in a remarkably able manner, turning a neat story or two and concluding with a strong tribute to the generosity and business methods of Wood, Vallance & Co. Mr. Macpherson also spoke with good effect and seconded the hearty thanks of the members to the hosts of the evening.

Wm. Wood acted as chairman, with H. S. Alexander assisting in the capacity of Master of Ceremonies.

Members to Exchange Goods

A Plan Adopted to Get Rid of Slow Movers—Election of Officers for the Coming Year —Report of the Resolutions Committee—Kind Words for Retiring Officers

THE Thursday morning session brought the business of the convention to a conclusion. The resolutions Committee introduced a Report covering matters of interest and the election of officers was proceeded with. Perhaps the most interesting feature was the decision to start an exchange bureau through which members could exchange, buy or sell goods.

It was unfortunate that the attendance was not large at this important session.

An Exchange Method

A practical talk on the question of moving unsalable goods was given by Secretary Macpherson. He outlined a plan whereby members should go through their stock and make a list of lines that they were not moving but which were still salable. This list could be sent to the secretary and duplicate lists could be sent out to all members. In this way, members could pick up lines that they knew they could use by selecting same from the lists.

The president thought such a plan would result in moving dead stock and would be of benefit to all members.

A. J. Wright stated that he had been thinking of just such a plan and was convinced that it would prove a success. When taking stock he had run across some lines, such as whips, that he was not moving, but which could easily be sold by dealers in the country. The exchange plan would provide an easy method of getting rid of such lines to the mutual benefit of both parties to the transaction. Mr. Wright believed that the plan should be proceeded with at once and the necessary forms secured.

He made a motion endorsing the proposition and authorizing the officers to proceed with it. Mr. Bernhart seconded the motion, which carried.

Election of Officers

The new plan of electing officers, by nominations received in open meeting, was proceeded with. The elections resulted as follows:

President—J. N. McGregor, Oakville.

First Vice-President—D. A. MacNab, Orillia.

Second Vice-President—Ed. Wanless, Chatham.

Secretary—W. F. Macpherson, Prescott.

Treasurer—John Caslor, Toronto.

Executive—A. J. Wright, Hamilton; F. B. Smith, Belleville; Jas. McGregor, Caledonia; A. E. Bottum, Bobcaygeon; A. H. Wideman, Markham; A. R. Bernhart, Preston.

A report of the luncheon tendered on Thursday to the members of the Association by the Hamilton manufacturers, is held out through lack of space, and will appear next week. At this luncheon it was give out that in all probability the convention would be held in Hamilton next year. On Thursday evening, the retail hardware merchants of Hamilton gave a smoker for the visitors.

Auditors—J. W. Peacock, Geo. Mathewson, Toronto.

The New President

"I will endeavor during my regime as president to make myself worthy of the trust you have placed in me," said Mr. McGregor, in taking the chair. He expressed his great appreciation of the honor that had been done him in electing him to the presidency.

Report of Resolutions Committee

D. A. MacNab submitted the report of the Resolutions Committee as follows:

"That this committee strongly recommend:

"That a greater effort be taken to secure a larger membership in the cities of Toronto, Hamilton and London, which we think vital to our Association in that the greater number secured from these centres, the greater our influence with, not only the general public, but also with the numbers of our country and town membership."

"That our Secretary and A. J. Wright (Hamilton), be a special committee to visit Hamilton and London to secure larger membership."

"That our Secretary and John Caslor (Toronto), be a special committee to visit Toronto to secure larger membership."

"That after securing the above, a special effort be made to have these members as well as old, to attend our annual convention."

"That the opportune time for this effort be immediately before our next annual meeting."

"We recommend that the hearty thanks of this Association be tendered the trade papers: Hardware and Metal Canadian Hardware Journal for the able assistance they have given this Association during the past year, and especially to Mr. Davis, Editor of Hardware and Metal, for his untiring in our behalf."

"We recommend that we extend our thanks to The Wood, Vallance Co. for the kind hospitality extended to us at their banquet, That we endeavor to appreciate their courtesy and trust they will permit us to enjoy our response to their efforts. The pleasure will remain an ever present factor during the coming year."

"We recommend the necessity of having all or most of the travelers with us. Their presence makes a pleasant time for us all. They are the medium of increasing membership."

"That our Association extend our hearty thanks to the manufacturers of Hamilton for the courtesies extended to our members, in making our visit to Hamilton so very pleasant."

"While reporting on our President's address, we feel we cannot add anything, but would strongly recommend the carrying out of any suggestions he has made."

"On our Secretary's report we cannot

lay too much stress and cannot give too much credit to him for the great work he has done in the past year, and the sound reasoning and able report.

His price lists have been of very great help and benefit to a large number of members, and should be taken advantage of by a larger number of members."

"We recommend that the thanks of this Association be tendered to Mr. Morris Phillips for the great endeavor he put forth in prosecuting the recent paint investigation."

"We also suggest a unanimous vote of thanks to our Secretary for his very energetic and vigorous campaign during the past year."

On the motion of D. A. MacNab and S. B. McClung, the report was adopted in full.

In addition a motion of thanks was tendered to the hotel management.

Good Words for Retiring "Chief"

A word of praise of Mr. Carter's work as president was voiced by Mr. Wanless. He had been an ideal president. Mr. McGregor added his quota of appreciation. They all admired the retiring president—more, they loved him.

In replying, Mr. Carter stated that the past year had been a bitter disappointment. He had formulated plans which he believed would have made the year a big one in the history of the association. Unfortunately, he had not been able to put them into effect. His son had enlisted during the year, and this had made it impossible for him to undertake plans involving so much work. He spoke warmly of the hard work of Secretary Macpherson.

Weston Wrigley spoke of the earlier days of the association. He praised the work of Secretary Macpherson, stating that in no American association had such practical work been undertaken.

President McGregor referred to the excellent work Hardware and Metal has done for the retail trade during the past year, both in taking up matters of importance to retailers and furnishing the retailers with a complete market service. He stated that the market service had made thousands of dollars for the retailers. He heartily endorsed the action of the Resolutions Committee in recommending a vote of thanks to Hardware and Metal, and invited G. D. Davis, editor of that paper, to address the meeting. Mr. Davis thanked the members of the association for their words of appreciation. He stated that Hardware and Metal is published in the interests of the retailers, and the fact that over 90 per cent. of the retailers from coast to coast, as well as all wholesalers, and many manufacturers, are subscribers, is evidence, he believed, that the paper is performing a useful service. He assured the members that Hardware and Metal is always ready and willing to take part in any legitimate movement to bring the retailers closer together and assist them in solving the many perplexing problems which arise from time to time. He referred to the difficulties and opposition which often confront a trade paper that takes an independent stand on editorial matters pertaining to the hardware trade. He regretted very much that only 28 members of the Hardware Association were present at the election of officers. He hoped the retailers would take steps to increase their membership.

"That this, the Ontario Retail Hardware & Stove Dealers' Association now assembled, extend to Canada's fighting forces beyond the seas, an expression of profound admiration of their conspicuous bravery and distinguished services, and their heroic efforts to attain that which Canada has always enjoyed, "Freedom and Peace," and trust that the day is not far off when victory will be complete.

A Trip Through the Factories

A very instructive feature of the convention proceedings was the trip through several Hamilton factories. The trip was organized by the local retailers' committee, under Chairman A. J. Wright and the arrangements with the manufacturers were made by H. P. Hubbard, manager of E. C. Atkins & Co.

One of the largest cars of the Hamilton Street Railway Co. was placed at the disposal of the delegates, and when it pulled away from convention headquarters at 9 o'clock Wednesday morning, even straps were at a premium.

The first stop was made at the plant of E. T. Wright Co., where H. G. Wright and a corps of assistants conducted the party throughout the large factory and explained the interesting operations required to make the hundreds of articles which comprise the "Wrico" line.

Dealers who had sold tinware over the counter for years, expressed amazement at the ponderous machinery with which the E. T. Wright Co. turn out so many of their products, which retailers have been in the habit of taking as a matter of course, without considering the manufacturing processes.

For instance, the manufacture of dish pans was a revelation. How the blanks are stamped in one huge press after another, each one drawing it a little deeper, and how the wrinkles are finally taken out by a process of "spinning," excited the keen interest of all delegates. The spraying of japan on tinware was another very interesting process.

After making a complete tour of the factory, the delegates were conducted to the office, where they were served with tempting sandwiches, coffee and cigars. It was announced that the sandwiches were made of bread produced by the Canuck Bread Mixer. The refreshments were appreciated all the more, from the fact that Mrs. H. G. Wright herself presided over this function. In acknowledgment of the courtesies extended, the delegates gave three hearty cheers and a tiger for Mr. and Mrs. Wright before leaving the factory.

Again boarding the car, the party proceeded east to the plant of the Frost Steel & Wire Co., where Messrs. Page, Morin and Smith took charge and piloted them through the entire works. A description of the processes employed in this plant will appear in next issue.

SPEAKERS PREDICT STILL HIGHER PRICES

(Continued from page 26).

actual necessities if not all the luxuries; and notwithstanding the peace proposals, did not themselves anticipate the termination of hostilities for another year.

This was the situation and he would have to leave it to his hearers to draw their own deductions. Personally, he felt the business situation was complex, but with these facts before him he could not see a peace or a new condition that would seriously affect business or prices of metals for many months to come.

There was a weakening tendency in some commodities—even war supplies—owing to less consumption, due to iron and steel prices and to large accumulations of stock, but this was not the case in the leading metals.

He then pointed out that the greatest lesson this war taught was the necessity of having an entirely different type of men in our Government, diplomatic and consular service—men preferably who began their careers as boys on the farm, at the mechanic's bench, or the retail counter—where they learned to know the world and the real things of life—and who rose by their own strenuous exertion to be great executives. There would have been no trouble if men of this stamp had been directing the affairs of the warring nations. Look over the men prominent in the public life when war broke out. He was quite sure that there was but one among the entire lot whose whole career had shown that they had a capacity to run a small business. Running a nation was simply running business on a big scale.

MEMBERS AND VISITORS AT CONVENTION.

Among the members and visitors who registered at the Convention were the following:—C. R. Hubbard and H. P. Hubbard, E. C. Atkins & Co., Hamilton; W. F. Macpherson, Prescott, Ont.; D. K. Clarke, Hamilton; B. D. Blackwell, Glidden Varnish Co., Toronto; R. Chadwick, Gendron Mfg. Co., Toronto; A. R. Bernhardt, Preston, Ont.; A. Wideman, Markham, Ont.; Jas. N. McGregor, Oakville, Ont.; F. F. Bush, Bird & Son, Hamilton; Fred. N. Culp, Canadian Steel & Wire Co., Hamilton; C. W. Stryker, Standard Paint Co., London; C. E. Glover, Canadian Steel & Wire Co., Hamilton; A. E. Bottum, Bobcaygeon; W. A. Hanna, Pt. Carling, Ont.; Robt. Quelock, Everett &

(Continued on page 51.)

EDITORIAL COMMENT

COLLECT, is the password to retail prosperity nowdays.

* * *

BUSINESS is good unquestionably but it can be made better by any merchant who takes the trouble to apply the proper methods.

* * *

ONTARIO hardware conventions have generally brought blizzards and Arctic weather, generally. A welcome change?

* * *

MATT HORTON is a great digger after business. If every town and village had a Matt Horton, the receivers would soon gird in the bones of every mail order house.

* * *

THE National Service Department in Britain has been devoting a great deal of attention to the waste of energy in the retail trade. In order to eliminate waste the department has suggested, the cash system; suspension of canvassing for trade; and suspension of delivery of purchases under fourteen pounds.

THE ONTARIO CONVENTION

IT IS an established fact that the gathering together of men engaged in any one line of business for the purpose of discussing matters of mutual interest, is bound to be productive of good. It may be only a few local men collected in the rotunda of a hotel or a district picnic or the convention of an organized association. In any event, men meet their competitors, discuss problems of current interest, swap experiences and ideas; and go away better fitted to cope with the details of their individual affairs.

It follows that a convention of retailers is productive of a wide measure of good indeed. The annual gatherings of the Ontario hardwaremen have unquestionably been well worth the efforts put forward to keep the Association running. The benefits derived from the intimate discussions of trade problems have accrued to all members and there has been in addition, the advantage that has been offered to each member to make an extensive acquaintance in the trade. Disappointing though the attendance has often been, the measure of good accomplished has been great.

With full cognizance of this, however, it must be pointed out that the conventions have fallen short of what they might have been. From the thousand odd hardwaremen in Ontario it should be possible to recruit three or four hundred of the livest and most prosperous to get together and thresh out the most pressing problems of the hardware world. The officers of the Association have worked hard each year to achieve this result and the failure to do so can be attributed in some degree to the fact that most hardwaremen have yet to be "sold" on the benefits of retail associations. The newly appointed officers should look this fact squarely in the face—and devote the next year to overcoming it. It is not necessary for the Association to justify its existence but it is necessary to prove that it can measure up to the great opportunity that offers.

GOOD ROADS—AND MATT HORTON

MATT HORTON has done a lot of things any one of which considered singly would help the average merchant to increase his turnover and strengthen the hold he has on his community; but Matthew never took a wiser or more progressive step than when he inaugurated a good roads movement.

The demand for good roads is a matter of comparatively recent date in Canada but the great value of well kept highways is now very apparent to every thinking man. To the merchant who depends in any degree upon farm trade, the problem of good roads is one almost of life and death. If a town has better roads than a neighboring town it waxes and flourishes mightily while the other wanes and stagnates. The farmer follows the lines of least resistance; he takes himself and his trade to the town where the "going" is easiest and most comfortable.

Matt's success in the matter of good roads was easily, because vicariously, gained. Perhaps no reader of this column could find the solution so easily to hand. To get a community stirred to action in the matter of good roads is generally no easy task. It requires perseverance, eloquence, patience and driving power. But it is well worth while. A merchant finds that the results to himself in plain dollars and cents from good roads more than compensate for any effort that may have been made, to get them.

Some counties have good roads now, but all could do with Better Roads. So the opportunity to improve *your* position by fostering the desire for Better Roads is one that offers to every merchant.

Matt Horton's Salesmanship Methods

Starts an Athletic Club and Gymnasium to Sell Sporting Goods—Initiates a Good Roads Movement—Buys Waste Paper — Has Exhibitions in His Store—Matt Makes His Store a Big Fact in Hurston and Community

By John C. Kirkwood

This is the fifth chapter of the story of how Matt Horton built up his hardware business.

Matt uses unusual methods and plans to create a market for his wares and to advertise his business; and he wins out in consequence.

The sixth installment of Matt's story will appear in an early issue of HARDWARE AND METAL.

I HAVE told you of the special sales I hold—of the deliberated and organized preparation for them, and of how I train my men to carry through these special pre-season sales. Now I want to tell you of some of the things I have done, and do, to make me a few more honest dollars—this to set you thinking, it may be.

What I have in mind here and now is how I have developed new business for my store, and created demand for new classes of goods.

The Hurston Athletic Club

Let me speak first of all of the local athletic club I was instrumental in organizing. Hurston is like a good many other towns in Canada of 3,000 population: it has a good many young fellows in their teens and early twenties, full of animal spirits, which require physical exercise for an outlet.

Some years ago, before we had our athletic club and gymnasium, not a few young fellows acquired the habit of hanging about the streets, with nothing to do. As a consequence they developed a string of bad practices: they indulged in horse play, they told smutty stories, they learned to smoke, they swore vilely, they began to bet and gamble. In short, they coarsened visibly, became unruly, and were a disgrace to themselves and to our town.

Two or three of us older ones got together and considered ways and means by which we could correct the bad state of affairs of which I have spoken. In the end we decided that athletics in their several forms was the corrective; and so we set wheels in motion to form an athletic club.

I am not going to tell you all the story of how we got the club going, or have kept it going. Let it suffice to say that we bought a good-sized field inside the town limits—one big enough for lacrosse, football, tennis, and lawn bowling. We built a club house, with baths; a club house with plenty of light. The gymnasium I have referred to was a separate enterprise, and was located in the heart of the town. But it was related in intention to the athletic club idea.

A Recreation Field

This recreation field attracted our youths in summer and autumn, and there they worked off a good deal of their animalism. In winter there was an open-air rink. The town had another rink elsewhere—a covered one.

An Annual Field Day

We organized an annual field day, with good prizes, the money for which we collected in very large measure from the parents of boys. So we introduced the spirit of emulation into our club.

But this is not to be a story of a reform or social movement; rather it's my purpose to tell you how I worked up a very good local demand for lacrosse sticks, baseball outfits, tennis goods, lawn bowls, skates, hockey sticks, and so on. I was able to corral most of this business, and I am able, also, to produce some exceedingly attractive window displays of a sporting character.

While I had an honest desire to see Hurston's youths get off the streets, and keep themselves clean and decent, I had it always in the back of my head that I would make money out of the sale of sporting goods, if only I could get started a good, healthy, well-managed athletic club.

The Gymnasium

The gymnasium appealed to many who didn't go in much for those sports that required running or a field for their exercise. Some chaps go in for muscular development—by gymnasium work. I would like to take time to tell you how we worked up an interest in gymnasium work, how we financed its equipment, how we kept it from becoming a rendezvous for undesirables. But this is apart from my purpose. I may say, however, that by great care and wise supervision we made the gymnasium a very estimable and popular place—where young girls played basket-ball on certain days, at certain hours, and where young women and young men received regular instruction in physical training. Also, we permitted boxing under direction and control, had wrestling bouts, and other sports calling for more or less violence.

Where Matt Comes In

My own part in these activities was not too conspicuous. I made myself useful and valuable as an adviser and committee man—getting others to do the work. But it all worked out as I had hoped: we took up the slack in a boy's free time, and consumed some of his superabundant energy by exercises that did him good; and my store sold the implements and accessories of play.

Matt Starts a Good Roads Movement

Now I speak of another thing, that I think I may safely claim to have initiated: a good roads programme for our county.

Among my friends is a young lawyer—Arnold Dunbar. He has ability and ambition. One day, in conversation, he said to me: "Matt, I'd like to go to Parliament some day. How can I get there?" I said to him: "Arnold, you can go to either Toronto or Ottawa just as surely as you are sitting there—if you are willing to pay the price." "And what is the price?" Dunbar asked.

"You must render the people of this county—both Grit and Tory—a genuine service, one that all will recognize, and one that all will give you credit for; and you mustn't be in too great haste to 'get there.'"

"Well," said Dunbar, "what is the particular service you have in mind?"

"Good roads for our county," I told him. "You inaugurate a good roads movement in this county, and we'll all be your debtors; and when you are ready to go to Parliament, and seek election, the people will elect you. Politics will be forgotten, and only your great and real service remembered."

The story of the good roads movement in our county is a thing by itself; so, too, is the story of young Dunbar. The thing that matters in this record of my business and methods is the fact that we have in our county a fine and extensive system of good roads.

With good roads leading from the four points of the compass to Hurston, our town is a better business centre. We all do more business; and, in particular, I do more business. Good roads mean a good many hundred dollars a year in extra turnover for me; and in

every dollar of turnover there is something for me in the way of profit.

You will have seen that all I had to do was to start someone else along a line of endeavor and progress that could not do otherwise than help my business.

Matt Paves the Way for Motor car Sales

And I add this: When good roads came, motor cars came and multiplied; and I am the local agent for two makes of cars. The cars were bound to come in any event, but they came the earlier and in larger numbers, among townspeople and farmers, because the good roads were made.

Matt Buys Waste Paper

I tell you of another thing—a little thing, but big enough to make money for me and to advertise me. It is my paper baler.

For some years I have had a paper baler. Latterly, since prices have gone skyward, I have been making a tidy sum.

It seemed to me to be a crying shame to see so much paper in my own business going to waste. I felt that if paper in my business was being wasted with prodigality, it must be the same in the case of other businesses, and likewise in people's homes. I speak of wrapping paper and old newspapers, and of cardboard boxes.

Matt Buys a Paper Baler

So I bought a baler—first, for my own waste; then, after I got going, I advertised that I would buy waste paper. This paper had to be delivered to my warehouse (I have one, and a man in charge of it). I can't give much for paper, because I have to ship it to Toronto in carload lots (a car holds 15 tons), and pay the freight. Also, the handling of the paper, the risk I take, the length of time it takes to accumulate a car load—these are factors that must be taken into consideration. Just now I am getting in the neighborhood of $12.00 a ton, f.o.b. Hurston—about $180.00 a carload. There is a very nice profit for me in the transaction; and, besides, I am rendering my community a real service, and teaching the lesson and wisdom of thrift—this is a minor way. I need not tell you all the plans I use to get families and shops to save their waste paper and to sell it to me. To some, I may say, I supply common jute sacks. I have children interested in saving paper, and also the public schools.

My baler cost me something under $40. But it long ago paid for itself, and has paid gold mine dividends ever since. The other day a man was round with a very good baler for less than $20. He sold one to the *Star*, so I will have some opposition, I suppose, but not a great deal; and, anyway, I am glad that there are two of us at the work of collecting waste paper. Two will collect more than one, and the *Star* and I will join our lots to make carload shipments; and so I'll get my lot sold the quicker.

The Paper Baler Advertises Matt

Just here I want to say this: the possession of this paper baler and the knowledge that I am ready to buy waste paper advertise me and my business. The baler puts me into the mouths of the people, so to speak; meaning that I am talked about a little more. One of the things I aim at all the time is to have my store and business talked about. I want my business in Hurston to be as big a community fact as Eaton's is in its larger community. Some of the things I do are not done for themselves so much as to get my business talked about a little more. I don't have to pay for talk; but I do for newspaper space and printed matter. And the talk done at social afternoons, in gossip fests, at gatherings of all sorts, and when and where the twos and threes meet, is first-class advertising.

Matt's Ways of Advertising

Once a golden eagle was shot near Hurston, and was mounted very excellently by a local taxidermist—wings with a six-foot spread, in a swooping position, and a rabbit in its claws. I secured this eagle for display in my store for a period of a fortnight, and had a photograph taken of it, and a half-tone made therefrom. Also, I had half-tone portraits made of the man who shot the eagle, and of the taxidermist who mounted the bird. Then I had a leaflet prepared—a thousand of them—telling the story of it all—a very interesting story; and these leaflets were given to callers. Also, I mailed a few to certain people. The *Star* gave the whole affair additional publicity. Indeed, it reproduced in its columns the entire story, with the illustrations, and so I got extra publicity free.

Now the showing of this eagle—a bird rarely seen, and more rarely shot, in Hurston vicinity—did not directly sell for me any merchandise; but it is a fact that my sales during the fortnight of the bird's showing did go up. We had many more people in during this period than common; and since we always aim to have certain lines attractively and appealingly displayed, it followed as a matter of course that we sold more goods.

Matt's Exhibition of Pioneer Relics

Another time I had an exhibition of pioneer relics in my store. These were collected (loaned) from the good people who live in Hurston and round about. I advertised in our local papers that I wanted to hold such an exhibition, and invited families and individuals with old things and things of age with interesting history attached to them, to let me know about them. Also, I kept asking questions, and used other means to ascertain what was available, and who had things of the sort wanted by me.

The end of it all was that Hurston had a mightly interesting and unusual exhibition, attended by hundreds and hundreds of people. We had school classes attend in a body; farmers and their families came; the townspeople were there, of course; and the County Historical Society, which helped me to prepare my exhibition, was godfather to it. We had a catalogue of it, listing and describing each article exhibited, saying from whom it was received, and giving any historical or interesting particulars.

That the exhibition was a success goes without saying. But the main thing, so far as I was concerned, that it put Matt Horton and his hardware business into the limelight afresh, and held them there.

Matt's Back Room

At the rear of my store is a good-sized room, with skylight lighting. The exhibition was held in this room. I may say that this room is a sort of permanent exhibition room. It is fitted up fairly decently—with Beaver-board wall treatment, and the floor is tiled. (I sell this sort of flooring.) There is a pretty good fireplace in it—one that will work and that does work on occasion—with real cord wood. This fireplace I can screen over when its visibility would be out of tune with my purpose.

Matt's Model Kitchen

For example, from time to time, I turn this room into a model kitchen—to show a range (gas, electric, coal or wood), a kitchen cabinet, and various utensils, all of which I sell. This equipped kitchen is a fine help in selling. It is a citified idea, pleasing, impressive, persuasive. I recommend this idea to any brother hardware dealer who has space in his store for such a room.

Another time this room is made to show lighting fixtures. I have had it fitted up as a drawing room—with a piano in it and rugs willingly loaned by local dealers for the sake of advertisement. The music dealer also loans me from time to time a Victrola—for the advertisement of it I give him and it—this when this exhibition room seems to call for the presence of a Victrola and when the music this instrument gives promotes some special object of mine.

An Exhibition of China Painting

I have loaned this room at times for certain purposes. For example, I sell paints for China painting and for other classes of art painting. I carry scarcely any stock of these paints, because the demand is so small and irregular. But I have catalogues, and they suffice.

we have several women in Hurston who "go in" for china painting, and one of them is a teacher; and so I loaned my room to this teacher for a week for an exhibition of her work and of her pupils' work.

Why Matt Does Extraordinary Things

My idea in all these extraordinary things is to advertise my business, to make by business talked about, thought about, and interesting. Everything helps directly or indirectly to sell goods. My aim is to make my business a Big Fact in Hurston.

I am putting a certain buying pressure on my community and territory all the time. The one thing I cannot endure is the waiting habit so common among retailers—the mere store-keeping idea. I cannot afford to just wait for people to come to me when they discover wants and needs. As a matter of fact, I can't afford to just wait. I have too many salesmen and too big an investment in stock to let things just wait. Also, by nature I am energetic, and the one thing that oppresses me, and gives me the blues, is inaction—common, stupid waiting, without a particle of endeavor on my part or on the part of my staff to make buyers come to my store. I and they must speed things up. We must create business, must make sales to those who never think of buying until we set them a-desiring. Also, there is this: The people of Hurston and round about are always prone to buy in Toronto—from the department stores there. I must fight this disposition and tendency, and this practice; and so I must keep my store and my business dominant in the minds of my constituency, and must pursue the same ideas the department stores use. And I am winning.

Why Canadian Merchants Fail in Business

Lack of Capital Continues to be Chief Cause, Covering Over 38 Per Cent. — "War" Responsible for 30.1 Per Cent.—Incompetence Blamed for Nearly 14 Per Cent.—Best Relative Year Since 1912 — Business Life Grows Safer—Some Graphic Charts.

IT is gratifying for every Canadian to learn, although not unexpected in view of the wonderful improvement in business conditions in this country, that the total failures for the past year showed a decrease as compared with the year 1915 of 32.5 per cent., and a decrease of 38 per cent. when compared with 1914. More encouraging even than this, and unexpected to most of us, is the fact that the year 1916 makes a better showing than 1913, by 3 per cent.

That this country from the point of view of failures, has reached a sounder condition than in 1913, in spite of the war, becomes all the more significant when we compare the figures of the United States. There, with war conditions that never dropped to the level that they did in Canada in the first few months, the decrease in failures for 1916 over 1915 was 13.3 per cent., and of 1916 over 1914, 1.6 per cent. As compared with 1913, however, the United States had an increase in failures of 13.3 per cent., while Canada's decreased.

Slightly Less Than 1 in Every 100 Fail

From another standpoint the figures are interesting. According to Bradstreet's, to whom we are indebted for the statistics in this article, the Business Death Rate fell to 92/100 of 1 per cent. last year, compared with 1.07 per cent. in 1915, and 95/100 in 1914. That is, out of every 10,000 in business in Canada last year, 92 failed, compared with 107 in 1915 and 95 in 1914. This is a heavy toll, however, the highest of any year since 1908, the "panic" year, and we have to go back ten years more to equal it. Still, the worst record was 1.5 per cent., a fact which proves that the ancient tradition that the larger number entering business life are doomed to failure ultimately, lacks a well-founded statistical basis. It should be pointed out that the statistics used in these conclusions define a failure as one that involves loss to creditors, and does not include many cases involving physicians, actors, real estate men, etc., where others were not concerned.

Personal Shortcomings a Fruitful Cause

While there is abundant reason for congratulations from a comparative point of view, there are many elements involved in these "mortuary" statistics that call for grave consideration. Personal shortcomings bulk so largely that one is tempted to suggest that there be exercised some sort of a Government supervision that will eliminate a percentage of those who at the outset through ignorance or incompetence, or a dangerous lack of capital seem to be foreordained to failure, a suggestion that would be met by an outcry that any restrictions would be in the nature of restraint of trade. For all that, we believe the time will come when the law will require a minimum in the matter of

FAILURES IN THE UNITED STATES AND CANADA,
CLASSIFIED ACCORDING TO CREDIT RATINGS, TO LIABILITIES AND TO CAPITAL EMPLOYED

	1916		1915		1914		1913	
	No.	*P. ct.*	*No.*	*P. ct.*	*No.*	*P. ct.*	*No.*	*P. ct.*
Credit Ratings of those who failed.								
Total number failures U. S. and Canada	18,268	100.	21,661	100.	19,659	100.	16,378	100.
Number failing which had Very Moderate or No Credit rating	17,843	97.7	20,890	96.4	18,789	95.6	15,533	94.8
Number failing rated in Good Credit	395	2.1	689	3.2	752	3.8	723	4.4
Number failing rated in Very Good Credit or higher	30	2	82	.4	118	6	122	.8
Liabilities of those who failed.								
Total number failures U. S. and Canada	18,268	100.	21,661	100.	19,659	100.	16,378	100.
Total with less than $5,000 liabilities	11,520	63.1	12,640	58.4	10,851	55.2	9,287	56.7
Total with $5,000 liabilities and over	6,748	36.9	9,021	41.6	8,808	44.8	7,091	43.3
Total with $5,000 to $20,000 liabilities	5,144	28.2	6,676	30.8	6,380	32.5	5,143	31.4
Total with $20,000 to $50,000 liabilities	1,094	6.	1,535	7.1	1,511	7.7	1,203	7.3
Total with $50,000 to $100,000 liabilities	294	1.6	455	2.1	481	2.4	409	2.5
Total with $100,000 to $500,000 liabilities	196	1.	317	1.4	352	1.8	295	1.8
Total with $500,000 liabilities and over	20	.1	38	.2	84	.4	41	.3
Total with $1,000,000 liabilities and over	5	.03	16	.07	52	.3	24	.1
Capital employed by those who failed.								
Total number failures U. S. and Canada	18,268	100.	21,661	100.	19,659	100.	16,378	100.
Total with $5,000 capital or less	17,372	95.	20,251	93.5	18,064	91.9	15,042	91.8
Total with over $5,000 and less than $20,000	712	3.9	1,046	4.8	1,175	6.	933	5.7
Total with $20,000 and less than $50,000	126	.7	232	1.1	252	1.3	256	1.6
Total with $50,000 and less than $100,000	33	.2	69	.3	72	.4	76	.5
Total with $100,000 and less than $500,000	24	.1	61	.3	83	.4	59	.3
Total with $500,000 and over	1	.005	2	.01	13	.06	12	.07
Total with $1,000,000 and over	1	.005	2	.01	6	.03	4	.02

competence and experience and perhaps of capital—certainly the former two elements being the best asset—as a means of defence for the rest of the business community.

Why do men fail? Bradstreet's have made a double grouping of causes, the first dealing with the faults of the men who fail, and the other, external reasons. These two classes are divided as follows:—

A.—FAULTS OF THOSE FAILING—
- Incompetence,
- Inexperience,
- Lack of capital,
- Unwise credits,
- Speculation (outside regular business),
- Neglect of business (due to doubtful habits),
- Personal extravagance,
- Fraudulent disposition of property.

B.—NOT DUE TO FAULTS OF THOSE FAILING—
- Specific conditions (disaster, war, floods),
- Failures of others (of apparently solvent debtors),
- Competition.

Lack of Capital Leads in Canada—Incompetence in States

As between Canada and the United States in the matter of causes of failure, there is a curious difference. In the former case, Lack of Capital is by far the most fruitful of the personal reasons; in the States, Incompetence stands at the top. Lack of Capital in Canada was responsible for 38.8 per cent. of the failures in 1916, as against 30.3 per cent. in 1915. Incompetence was the cause of 13.4 last year and 17.9 in 1915. In the United States, Incompetence claimed 33.2 per cent. of the total in 1916, and 29 per cent. in 1915, while Lack of Capital was only 30.3 in 1916 and 27.5 in 1915. However, this is not the old record across the border. In 1914 and 1913, Lack of Capital stood first, as it had every year before except in 1912. Indeed, it rose as high as 39.2 per cent. in one year.

War Conditions Caused 30 Per Cent.

While Lack of Capital was the leading cause of failure in Canada last year, as might have been expected, the war itself was the leader in the preceding year. In 1915, Lack of Capital was only 30.3 per cent., while "specific conditions" rose to 35.9 per cent. In 1916 the latter had fallen again to 30.1, as compared with 24.4 in 1914.

Inexperience, which ranks close to Incompetence, was responsible for 3.4 per cent. in 1916, while in the United States it was the cause of 6 per cent. The only other fruitful cause of failure in either country is Fraud, on the part of others, which caused 7.5 per cent. in Canada, and 6.6 across the border. Competition stands surprisingly low in Canada, .2 per cent., of 1/500, compared with 4.2 per cent. in the States. Neglect is credited with 1.9 per cent. in Canada, as against 1.4 per cent. the year before, and 2.4 and 1.9 per cent. in the United States for the two years.

SUMMARY—UNITED STATES

Failures due to	Number		Assets		Liabilities	
	1916	1915	1916	1915	1916	1915
Incompetence	5,486	5,689	$18,727,522	$24,754,230	$39,268,997	$49,237,492
Inexperience	990	1,057	3,784,910	3,380,950	7,387,618	6,777,646
Lack of capital	4,995	5,229	27,431,650	48,429,359	58,223,655	80,699,933
Unwise credits	308	448	2,270,465	6,702,516	3,882,151	10,993,425
Failures of others	146	187	3,945,228	17,072,071	6,540,905	26,184,034
Extravagance	108	119	517,323	817,793	1,597,527	1,758,944
Neglect	396	350	934,749	1,427,469	2,895,608	2,831,286
Competition	701	1,082	2,170,347	4,273,106	4,672,317	9,345,842
Specific conditions	2,206	3,603	16,640,317	43,178,898	29,761,361	70,206,329
Speculation	59	80	3,331,066	1,937,427	5,849,093	6,335,582
Fraud	1,101	1,191	6,317,533	8,794,140	15,152,926	19,756,616
Total	16,496	19,035	$86,071,050	$160,767,959	$175,232,158	$284,127,129

SUMMARY—DOMINION OF CANADA, NEWFOUNDLAND AND ST. PIERRE AND MIQUELON.

Failures due to	Number		Assets		Liabilities	
	1916	1915	1916	1915	1916	1915
Incompetence	238	470	$713,555	$1,424,010	$1,751,840	$4,065,450
Inexperience	60	94	144,039	365,312	365,744	951,844
Lack of capital	689	796	2,368,147	4,575,240	6,146,253	10,145,325
Unwise credits	28	48	61,562	460,965	159,590	926,357
Failures of others	10	41	153,825	408,400	340,985	1,023,377
Extravagance	10	12	23,671	24,120	72,054	58,526
Neglect	34	37	134,273	86,085	258,870	221,551
Competition	3	4	12,014	3,300	16,412	7,075
Specific conditions	533	942	1,694,281	5,739,550	3,652,750	11,212,850
Speculation	35	32	842,778	752,520	2,162,716	1,581,008
Fraud	132	150	232,543	515,190	819,961	2,187,138
Total	1,772	2,626	$6,380,688	$14,354,692	$15,747,175	$32,380,501

PERCENTAGES OF NUMBER OF FAILURES AND LIABILITIES

IN THE UNITED STATES AND CANADA IN 1916 AND 1915, CLASSIFIED AS TO CAUSES.

Failures due to	United States, Per Ct.				Canada, Per Cent.			
	Number		*Liabilities*		*Number*		*Liabilities*	
	1916	1915	1916	1915	1916	1915	1916	1915
Incompetence	33.2	29.9	21.8	17.3	13.4	17.9	11.0	12.5
Inexperience	6.0	5.4	4.4	2.4	3.4	3.6	2.3	2.9
Lack of capital	30.3	27.5	31.9	28.4	38.9	30.3	39.0	31.3
Unwise credits	1.9	2.4	2.6	3.9	1.6	1.8	1.0	2.9
Failures of others	.9	1.0	4.6	9.2	.5	1.6	2.2	3.2
Extravagance	.6	.6	.6	.6	.5	.5	.5	.2
Neglect	2.4	1.9	1.0	1.0	1.9	1.4	1.7	.7
Competition	4.2	5.7	2.5	3.3	.2	.1	.1	.02
Specific conditions	13.4	18.9	19.3	24.7	30.1	35.9	23.3	34.6
Speculation	.4	.4	3.9	2.2	2.0	1.2	13.7	4.9
Fraud	6.7	6.3	7.4	7.0	7.5	5.7	5.2	6.8

These tables from Bradstreet's provide interesting records as to Why Merchants Fail.

Individual Cause of 71 Per Cent.

To sum up the causes of failure: In Canada, the individual was charged with 71 per cent. of the responsibility compared with 64.7 per cent. the previous year, but 73.4 in 1914, a much smaller record than in the States, where the percentages were 79.5 and 74.4 respectively, for 1916 and 1915.

95 Per Cent. With Less Than $5,000 Capital

Lack of Capital as a cause is worth a closer study. No separate figures are available at the moment for Canada, but as Bradstreet's remarks, "If any confirmation were needed of the idea that the small trader's path was a dangerous one in 1916, it would be afforded by the returns of capital employed by those who failed. Of 18,268 failures in the two countries in that year, 17,372, or exactly 95 per cent., had a capital of $5,000 or less. Search through the record of twenty-six past years fails to reveal so high a percentage as this, the nearest approach to it being in 1900, when the proportion was 94.2 per cent. The proportions failing with larger capital naturally showed a shrinkage from 1915 and all preceding periods.

97 Per Cent. With Poor Credit Ratings

As regards credit ratings, it is shown that 17,843, or 97.7 per cent. of the 18,268 failing in the United States and Canada, had Very Moderate or No Credit ratings, as against 96.4 per cent. in 1915, the latter being the highest percentage recorded up to that year. Of those failing in the two countries, 63.1 per cent. had less than $5,000 of liabili-

(Continued on page 45)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The freight situation has not improved during the week, as the number of points on which embargoes prevail have been added to. Complaints are coming in from retailers in small centres that the railway officials appear indifferent and do not seem to be exerting themselves to better conditions. Freight shipments have begun to accumulate in wholesalers' warehouses.

There have been a number of price changes during the week, all of which are in an upward direction. Wire nails have reached the $5 base price in certain sections. Lead shot and lead products are all higher in price, owing to the situation in pig lead market. Paris green prices have been announced, which are higher than the opening prices of last season. New prices on next season's skates, hockey sticks, sleighs and kindred lines are out and advances up to 25 per cent. have been recorded in some lines. Other lines that have advanced during the week include soldering coppers, cabinet locks, glue, glaziers' points, plumbers' and painters' torches, aluminum ware. There is a firmness in the market for all Canadian makes of builders' hardware, owing to the recent advance that has been put into effect by American manufacturers. Axes and cross-cut saws are also in firm market. In spite of the handicaps to business there has been a good trade during the week.

MONTREAL MARKETS

MONTREAL, Feb. 21.—The hardware market this week is still marked by great firmness of tone, and several important changes of price will be noticed. Iron pipe has altered in price upwards. There are some significant warnings sounded as regards various articles of iron and steel, and some shelf goods changes will be noted. It is expected that Canadian made builders' hardware will advance in line with the products from across the border. The business of the week has been hampered a little by railway difficulties, but there is some improvement noted in this direction, and better things are hoped for.

Shelf Goods Show Changes and Hints

SHELF GOODS—While there have not been many alterations in price in shelf hardware lines during the current week, there have still been several important matters dealt with, and some hints are circulating which are well worth attention of the hardware trade generally. All price changes are upwards needless to say, and though there is a feeling on the part of some well experienced wholesalers that the top should surely be in sight now, yet others equally well versed in the market are still figuring on further advances.

Lead Shot Advances

With the market for ingot lead at its record price levels as will be seen from our metal reports, there need be no surprise to find lead shot, all grades and sizes advanced. The price quoted in Montreal now is $16 net. Some firms are considering allowing a discount of 5% off, but it is very unlikely that this will be found to prevail for long if allowed at all.

Glue Has Again Advanced

Glue still refuses to stick at old price levels no matter how well it will do its ordinary work in the world, and this week records a price advance in glue of five cents a pound. Glues range in price from 20 to 35 cents a pound now to the retailer. There is no guarantee that under present conditions of shortage the prices may not advance further and suddenly.

Glazier Points Are Up

As will be noted in paint market reports glass promises to rise in price, and glaziers will find their supplies of "points" zinc coated, up in price now to 18 cents a pound, or 9 cents in papers. The price of these used to be 15 cents a pound.

Stanley Works Price Withdrawn

Prices on the Stanley Works builders' hardware, bolts, hinges, etc., have been withdrawn with a view no doubt to advances. The new prices are to be made known as soon as possible according to the firm's circular letter to the wholesale trade.

Goodell-Pratt Tools New Catalogue.

A new catalogue, which may mean also alterations in prices is being mentioned as forthcoming from the Goodell-Pratt Co. makers of mechanics' tools of many kinds. The possibility of advance in these lines is easily accounted for by the state of the markets generally.

Painters Torches Advance

There has been a ten per cent. advance in prices of all plumbers and painters blow torches owing to cost of materials and manufacture.

Builders Hardware Up

Yale and Towne hardware has been subject to a ten per cent. advance, put in effect first across the border, and there is no doubt but that the Canadian lines of builders' hardware will be advanced before long.

Aluminum Ware Advances

A ten per cent. advance in all kinds of aluminum ware is recorded in Montreal this week, the reason being attributed to the requisitioning by the Government of Canadian aluminum making it necessary for the trade to import American manufactured aluminum at the advanced cost brought about by duty, etc.

Chaudrons Going Higher

A warning is sounded that chaudrons which advanced quite recently are likely to go still higher.

Axes and Cross-Cut Saws Also

Axes and cross-cut saws are believed to be in for a further advance before very long.

Gasoline and Coal Oil

Gasoline, in rather slower demand, is unchanged in price this week at 29½ cents per gallon. Coal oil at 14 and 17 cents according to grade is also unchanged and in better demand.

New Prices Are Out On Iron Pipe Again

IRON PIPE.—New prices are out again on iron pipe, both lap-weld and butt-weld. These prices show important advances

due to the generally firm and difficult conditions affecting the manufacture of all iron products. The prices are as follows per 100 feet for standard buttweld pipe:—

Size—	Black	Galvanized
⅛ inch	$ 4 50	$ 6 00
¼ inch	3 66	5 79
⅜ inch	3 66	5 79
½ inch	4 76	6 33
¾ inch	5 87	7 99
1 inch	8 67	11 82
1¼ inch	11 73	15 99
1½ inch	14 03	19 11
2 inch	18 87	25 72
2½ inch	29 84	40 66
3 inch	39 02	53 17
3½ inch	48 76	65 78
4 inch	57 77	77 94

Prices for standard Lapweld pipes, etc., are as follows this week:

Size—	Black	Galvanized
2 inch	$ 21 83	$ 28 31
2½ inch	32 76	43 00
3 inch	42 84	56 23
3½ inch	53 36	70 38
4 inch	63 22	83 39
4½ inch	73 66	97 16
5 inch	85 84	113 20
6 inch	111 40	146 90
7 inch	147 60	191 60
8 L.	155 00	201 30
8 inch	178 60	221 80
9 inch	213 90	277 70
10 L.	198 40	257 60
10 inch	255 40	331 70

Wire Nails Reach Five Dollars Base

NAILS, WIRE, ETC.—Naturally the conditions prevailing in the iron and steel market are felt in respect to nails and to wire. Last week HARDWARE AND METAL recorded the prediction that wire nails were to go up to $5 base for spring. The prediction was fulfilled with startling suddenness. Wire nails are to-day at $5 base f.o.b. Montreal, Gananoque, Collingwood, and Owen Sound. They are $4.95 base f.o.b. Toronto, Hamilton, London and Milton. The $5 price base applies also to wire nails f.o.b. St. John, N.B., and Sydney, N.S. Cut nails are now at $4.70 base, and all prices have been withdrawn on all wire, annealed, galvanized, etc., with no indication when new prices may be announced. It is hoped that some announcement may be possible next week. The market is very firm, and wire rods are affected by the withdrawal of prices as well as the ordinary range of wires.

Sheets and Plates Keeping Scarce

SHEETS, PLATES, ETC.—Firmness persists in the market for sheets and plates, and the British products in the way of galvanized plates are practically off the market now. In connection with tin-plate mills are booking orders, but will not book for future delivery, and the market is very firm indeed. The shortages of various lines are most marked, some firms being practically bare to the boards of plates which formerly were stacked in immense quantities to meet steady demand. Demand is not probably as great as it was formerly for plates of the metals used in the building and constructive trades, as, for instance, zinc and galvanized sheet iron, but it is still strong, and very strong in proportion to the stocks available. Current quotations show prices which are representative of a market in which prices are in many cases merely nominal.

NEW PRICES ON WROUGHT PIPE.

Following are the net prices of wrought iron pipe, according to the schedule of prices adopted Feb. 14, 1917, and which advance was recorded in last week's Hardware and Metal. The increase amounts to two points, or $4 per ton.

Buttweld.

Size—	Net Per 100 Feet. Black	Galvanized
⅛ in.	$ 4 50	$ 6 00
¼ in.	3 66	5 79
⅜ in.	3 66	5 79
½ in.	4 76	6 33
¾ in.	5 87	7 99
1 in.	8 67	11 82
1¼ in.	11 73	15 99
1½ in.	14 03	19 11
2 in.	18 87	25 72
2½ in.	29 84	40 66
3 in.	39 02	52 17
3½ in.	48 76	65 78
4 in.	57 77	77 94

Lapweld.

Size—	Black	Galvanized
2 in.	21 83	28 31
2½ in.	32 76	43 00
3 in.	42 84	56 23
3½ in.	53 36	70 38
4 in.	63 22	83 39
4½ in.	73 66	97 16
5 in.	85 84	113 20
6 in.	111 40	146 90
7 in.	147 60	191 60
8 in. L.	155 00	201 30
8 in.	178 60	221 80
9 in.	213 90	277 70
10 in. L.	198 40	257 60
10 in.	255 40	331 70

Prices Ontario, Quebec and Maritime Provinces.

Norway Iron Has Advanced in Price

IRON AND STEEL.—The situation regarding iron and steel in the widest market sense is still leaning towards greater firmness and greater difficulty rather than less. Prices of iron and steel products on the large scale are high and likely to be higher before they come down. Norway or Swedish iron will be found higher this week, quoting at $11 base. So far the prices quoted last week for other iron and steel products remain steady, but the firming tendency is very marked, and under presently prevailing conditions there may be advances again before long.

	Basis.
Common bar iron, per 100 lbs.	$ 3.40
Refined iron, per 100 lbs.	3.65
Horseshoe iron, per 100 lbs.	3.65
Norway iron	11.00
Mild steel	4.30
Band steel	4.30
Sleigh shoe steel	4.30
Tire Steel	4.50
Toe calk steel	5.20
Mining tool steel, per lb.	0.13½
Black Diamond tool steel, per lb.	0.14½
Spring steel	6.00

Stoves and Ranges May Go Higher Yet

STOVES, ENAMELLED WARE.—The market for stoves, ranges, and enamelled ware is very firm and steady at present, but beyond rumors of price advances in the future should present conditions prevail there is nothing eventful to record. Ominous hints are made, however, which might indicate price advances for stoves and ranges for next period of activity in these lines. Indeed, it seems almost inevitable that prices should advance quite sharply in these lines considering the tremendously firm state of the metal market, and the coal and other material difficulties which beset the manufacturers. In stoves and ranges for the present demand is normal, inclining rather to dullness. In enamelled ware, galvanized hollow ware, etc., there is firm market and improving demand.

Lead Pipe Has a Two-Cent Advance

LEAD, ZINC, ETC.—The market for lead products is firmer than ever owing to the condition of the market for the ingot metal, also owing to delivery difficulties due to congestion of railway traffic. Lead pipe will be found advanced. The market for this was very strong and climbing hard at the time of writing, but the prices for lead pipe and lead waste pipe represent the levels of marketing. Lead sheets also advanced sharply, and the solders are in firm market, though at unchanged prices. Zinc sheets and products are priced as last week, but are in firm market still.

Lead pipe, lb.	$0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	Net list	....
Lead wool, lb.	0 15	....
Lead sheets, 3 lbs. sq. ft.	0 16	....
Lead sheets, 3½ lbs. sq. ft.	0 16	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 37	....
Solder, strictly, lb.	0 35	....
Solder, commercial, lb.	0 33	....
Solder, wiping, lb.	0 33	....
Solder, wire, lb.	....	0 52
Zinc sheets, per lb.	0 33	....

Market For Old Metals Firm Still

OLD METALS.—There is very little change in the market for old metals in Montreal this week, but a marked firmness of tone is apparent, and the delivery difficulties maintain as mentioned previously. Lead and old materials containing lead are firmer though market opinion is to the effect that prices quoted for lead materials in the old metal market are fairly near the limit buyers of this material are likely to pay. In view of the extremely firm market for ingot lead, however, and altered prices upwards of new lead products, the prices of old materials may be found still below the limit to which they can climb. Old rubbers are shaded down half a cent a pound this week to 8¼ cents.

Tea lead	0. 6½	......
Heavy lead pipe	0. 8½	......
Yellow brass	0.16	......
Red brass	0.20½	......
Light brass	0.10½	......
Heavy zinc	0.10	......
Heavy copper	0.27	......
Old cast iron, per gross ton	18.00	19.00
Stove plate, per ton	11.75	......
Old rubbers, boots and shoes	0. 8¼	......

Overshoes, lumbermen's rubber boots	0. 6½	.....
Auto tires	0. 5½	.....
Bicycle tires	0. 2½	.....

Lead Holds the Lead in Metals

INGOT METALS. — There is uncertainty present besides the firm tone in the metal markets generally. Lead is the metal subject to the most marked advance for the week at the time of writing. Copper is very firm. Spelter rather uncertain. Tin is a little uncertain also, but with steadying tone. Aluminum is firm, and a Government requisitioning of all aluminum supplies in Canada is mentioned. The iron market is still tremendously strong and firm.

Lead Reaches Records

LEAD.—Rapidly approaching the dignity of place amongst the precious metals, lead is this week reported to be at its record price-level in Canada, if not on the entire continent. Prices quoted in Montreal range from $11 to $12 per hundred lbs. at least for large quantities $12 for carload lots according to one quotation), and up to $14 and $14.25 per hundred pounds for small quantities. Deliveries are extremely problematical, and to get carload lots would require all the prestige and skill of a considerable concern's purchasing department.

Antimony Quieter

ANTIMONY.—Steadiness and rather quieter tone characterize antimony at the time of writing. Quotations for large quantities are shaded slightly downwards according to one considerable firm, the figures being $31 to $33 per hundred lbs. for large orders, and $37.50 to $38.50 for smaller orders. Demand is light for antimony at present. .....

Copper Strong in Tone

COPPER.—Stronger in tone than last week's market condition, copper is quoted this week at from $36 to $39 per hundred pounds according to quantity ordered. Copper is swinging back towards the recent records established in price, which were rather over the quotations given for small quantities.

Spelter Easier but Scarce.

SPELTER.—Although the prices quoted for spelter in Montreal this week are shaded downwards a little as compared with last week's figures, the metal is scarcer on the market. Demand has, however, been quieter of late. The price range is $13 to $14 per hundred with some quotations up to $16.

Tin Also Eased Off.

TIN.—There was a tendency to ease off in price as regards tin this week. The metal was easier in market both at London, England, and in New York, the recent excitement around it having cooled off a good deal. Quotations in Montreal were from $49 to $51 for large orders up to $56 and $57 for smaller quantities.

Aluminum Worth $65 per Hundred

ALUMINUM. — Last week aluminum was quoted in this column at "$18" per hundred pounds. This was an obvious error. The price should have read $68 as in the Toronto report. This week finds aluminum a little easier, and $65 is quoted in Montreal for considerable orders. There is a hint of a Government requisitioning of the supplies of this metal in Canada.

TORONTO MARKETS

TORONTO, Feb. 23.—The freight situation continues to be the outstanding factor at the present. Conditions have not improved, in fact they have grown worse with the steady addition of other towns to the embargo list. With the wholesalers the situation is becoming more acute because their advices from manufacturers in the United States are to the effect that embargoes are becoming more numerous there also. Merchants in the small towns are getting impatient at the situation because they maintain the railroads are not trying to combat the situation. With freight shipments accumulating in wholesaler's hands there are serious questions being asked as to what the outcome of the situation is going to be. Business has been good, although price changes are less numerous than in some other recent weeks.

Soldering Coppers Advance 2c Pound

SOLDERING COPPERS.—In sympathy with the high market prices for copper, soldering irons have been advanced 2c per pound during the week and are now quoted at 63c per pound base, the former base price being 61c. In the ingot form copper is now being quoted at 38c per pound and there is a shortage of the material. During the week old scrap copper advanced as much as 2½c per pound. The market for all copper products is one of firmness.

New Prices on Skates and Hockey Sticks 25% Up

SKATES, HOCKEY STICKS, SLEIGHS.—Wholesalers have announced their new prices on skates, hockey sticks, sleighs and kindred lines for the winter trade of next season. These prices represent advances up to 25 per cent. over the prices for the past season. During the past season there has been a scarcity of these goods to meet the requirements of the trade and prices have been steadily advancing. Manufacturers have had difficulty in meeting the demands put upon them during the past season for these lines. Raw materials are hard to get and prices are correspondingly high.

Cabinet Locks Are Higher 7½ Per Cent.

LOCKS.—Another advance of 7½ per cent. has been made on all classes of cabinet locks of American make. This will include locks for cupboards, chest locks, till locks, drawer locks and similar lines. The market for these lines has been one of great firmness for some time past and advances in kindred lines of hardware have been numerous. With embargoes interfering with shipments no idea can be entertained as yet that the top of the market has been reached.

Gasoline Very Firm; Export Trade Uncertain

GASOLINE.—There is a continued firmness in the market for gasoline, although prices have remained unchanged locally at 28½c and 29c. Owing to the submarine campaign there has been some uncertainty developed owing to the export trade as shipments have been held up. As an evidence of the way the export market has been affected by the submarine warfare the export trade from New York last week was little more than half the weekly average of shipments since the beginning of the year. Since the first of the present year 43,884,525 gallons of gasoline have been cleared for export from the port of New York as compared with 32,282,525 gallons for the same period last year. As will be noted the exports are much heavier so far this year. Crude oil in the Mid-Continent field held steady at $1.70 per barrel. Fuel oil also held steady price with great difficulty being experienced by the oil companies in getting delivevies because of the freight situation. Coal oil held in steady market during the week.

Canadian Government After Soles For Military

BELTING, TAP SOLES.—The Canadian Government is in the market for 35,000 pairs of tap soles and 25,000 pairs of top which it is understood are to be used in repair work on soldier's boots. Tenders have been called for but the contract has not been let, at the time of writing. This is considered a good-sized order for tap soles and top lifts.

By the commandeering of all supplies of leather in the British Isles by the military authorities an additional firmness has been put into the market for leather belting and lace leather. Prices have held steady locally during the week and the demand has continued very heavy.

Cut Nails Have Gone Up 25c Per Hundred

NAILS, WIRE.—The market for wire nails and wire products of all kinds continues in a very firm tone. The market in the United States is in great strength and the situation is naturally reflected in the Canadian field. In wire nails in particular it is anticipated there will be advances in the very new future. Wire nails are still quoted at a base price of $4.70 per hundred pounds for standard.

An advance of 25c per hundred pounds has been recorded in the price of cut nails during the week, making the sell-price $4.75 f.o.b. Toronto, Hamilton and London with no equalization of freights.

Supplies of Galvanized Sheets Are Very Low

SHEETS, PLATES.—Owing to the railway situation dealers have been unable to replenish their supplies of galvanized sheets and stocks are consequently low at present. High prices have also had a tendency to restrict the demand. Some firms have good orders placed with the manufacturers but until such time as freight distribution becomes better there will be small chance of getting these stocks. There is also a scarcity of corrugated sheets. There is a firmness also in the market for galvanized shingles, some dealers stating that a famine may result if embargoes are not soon lifted. Black sheets are in firm market and in good demand, with a range of prices still being quoted for the 10 and 12 gauges.

Mining Tool Steel Moved to Higher Levels

IRON AND STEEL.—There was a continued firmness in iron and steel products during the week which gives promise of continuing as long as there is no better prospect of peace between the warring nations. Mining tool steel was moved upward 1c per pound from the lower level and is now quoted at 15c. Norway iron is in firm market with a scarcity of this commodity. The range of prices in this commodity is from $7.50 to $12 per hundred pounds. Demand for iron and steel still keeps up.

		Per 100 Lbs.
Common bar iron	$	$ 4 00
Common bar steel	....	4 25
Refined iron	....	4 25
Angles, base	....	4 75
Horseshoe iron	....	4 25
Norway iron	7 50	12 00
Mild steel	....	4 25
Tire steel	....	4 45
Toe calk steel	....	6 00
Sleigh shoe steel	....	4 50
Band steel	4 50	4 75
Spring steel	....	6 00
Mining tool steel	14 00	25 00
Sheet cast steel	25 00	35 00
Spring steel	....	6 00

Pig-Iron Shortage Affecting Steel Mills

PIG IRON.—There is no improvement in the pig iron situation, and the market is upset. The coke shortage in the U.S. due to lack of cars and motive power has resulted in many furnaces being banked. There is therefore a shortage of pig iron which is seriously affecting the steel mills. Foundries are also severely handicapped and in some cases have practically closed down. Canadian foundry pig iron continues off the market owing to the shortage of coke and no prices are being quoted.

Prices on all old materials are very firm. Quotations on copper and brass scrap are about 2 cents higher in sympathy with the increased cost of ingot metals. All steel scraps are very firm, but unchanged with the exception of low phosphorous steel which has advanced 4 cents, although this price is really nominal as this material is practically off the market for the meantime. Scrap leads have advanced, and zinc is also a shade higher.

Higher Prices Paid For Old Materials

OLD MATERIALS.—There was a generally upward tendency in the prices being paid for old materials during the week. Tea lead advanced ¼c per pound, heavy lead pipe went up ¾c, yellow brass advanced 1¼c, red brass increased 1½c, heavy copper took a jump of 2½c and stove plate was quoted up $1.50 per ton. Old automobile tires advanced ¼c per pound and bicycle tires 1c per pound. Dealers anticipate prices will go higher so long as there is no word of peace but expect the market to break sharply as soon as there is the first ray of light from the black welter of war. Following are the prices being paid by dealers:

	Per lb.	
Tea lead	$ 0 06¼	......
Heavy lead pipe	0 08¾	......
Yellow brass	0 17	......
Red brass	0 21	......
Light brass	....	......
Heavy zinc	0 09½	......
Heavy copper	0 28	......
Old cast iron, per ton	16 00	......
Stove plate, per ton	14 50	......
Old rubbers, boots & shoes	0 08¾	......
Overshoes, lumbermen's rubber boots	0 06½	......
Auto tires	0 06	......
Bicycle tires	0 03½	......

Submarine Situation Affecting Ingot Metals

The international situation continues to affect the metal markets and is tending to make prices firmer in anticipation of increased demand. The submarine situation is also affecting the markets, but not to any material extent as the opinion is generally held that the submarine operations will not interfere with shipments of metals to an extent sufficient to cause any serious delay or loss of cargoes.

COPPER.—Quotations on copper continue nominal, there being very little spot metal for sale to form a basis for prices Producers are falling behind in shipments while some consumers are suffering from a shortage of copper and are compelled to pay very high prices. Copper is unchanged locally at 38 cents per pound.

TIN.—The market is easier due to arrivals in New York of large amounts of tin, and prices are a shade lower. There is also less fear of metal being lost through submarine operations. Tin has declined 2 cents locally, but is entirely nominal at 50 cents per pound.

SPELTER.—The market is quiet and unchanged, but there is a firm undertone. Production is being seriously interfered with owing to the cold weather and another strengthening feature is the high cost of ore. Local price unchanged at 13½ cents per pound.

LEAD.—A tight situation has developed in the market due to the scarcity of lead as a result of the freight congestion. The "Trust" is still quoting 8.50c, but independents have jumped the price up to 10c and 10.25c, New York, for spot metal. Lead has advanced 1¼c locally, and is now quoted at 12¼c per pound.

ANTIMONY.—The market is firmer, but quotations are unchanged in the meantime. Considerable interest has been aroused by the refusal of leading sellers of antimony to issue quotations on future shipments from China. It is understood that most of the producers there are sold up completely until April and unless they could obtain assurances of freight space they would not offer any further tonnages. Local price 35c per pound.

ALUMINUM.—The market continues firm and unchanged at 68c per pound.

Lead Products Have All Been Moved Up

LEAD AND ZINC PRODUCTS.—Following the firmness in the primary market for pig lead there has been a general movement upward in the price of all lead products. Lead pipe and lead waste pipe have been advanced 1c per pound. Lead traps and bends are now quoted 10 per cent. advance on list as compared with net list previously. Lead wool has increased 2c per pound and lead sheets have advanced 1c per pound. Following are the quotations:

Lead pipe, lb.	$ 0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	10% on list	
Lead wool, lb.	0 15	....
Lead sheets, 3½ lbs. sq. ft.	0 15¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 15¼	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 34	....
Solder, strictly, lb.	0 32¼	0 38
Solder, commercial, lb.	0 31¾	0 35
Solder, wiping, lb.	0 31½	0 32
Solder, wire, lb.	0 35	....
Zinc sheets, per lb.	0 25	....

Cordage and Twines Are in Steady Market

CORDAGE AND TWINE.—Cordage of various kinds is going into consumptive channels in fairly good quantities even in the face of present record prices. Much of the goods now being delivered were purchased before the recent big advances took place. Cordage men anticipate there will be a difficulty to get sufficient supplies to meet the demand as the season advances. During the past week the fibre situation has held steady and the manufactured rope has in consequence been in sympathy. Binder twine still remains an enigma as to what the prices will be. Cordage men are only certain of one fact and that is that there will be higher prices than have ever prevailed before. They cannot speak with absolute knowledge but they have a lurking feeling in their bones that farmers will have to pay higher prices than at any season in the past.

Enamelware Goods Are in Firm Market

STOVES, ENAMELWARE.—Manufacturers report a continued good demand for oil heaters and oil stoves. The shortage of coal in many districts has apparently driven the head of the household to seek warmth in oil heaters. Oil heaters at the present time are going into consumption faster than they can be made. There is a continued good trade in oil stoves as well. Coal ranges are having a good sale at present and gas ranges have been very popular sellers throughout the winter season. Enamelware of all kinds is in firm market owing to the cost of raw materials. High prices are looked for in certain quarters.

List Prices on Ammunition

In our issue of January 20, 1917, the new list prices on Winchester ammunition for the .303 Savage and .32 Winchester Special were inadvertently quoted incorrectly. The list price on ammunition for both these sizes is $72.25 per thousand with a discount of 2½ per cent.

Putty Holds Firm

There is a firmness in the market for putty at the advance recorded last week. Standard 100-lb. drums are quoted at $3.85 per 100 pounds and pure putty in 100-lb. drums at $4.65 per 100 pounds.

Escutcheon Pins Higher

An advance of approximately 15 per cent. has been made in brass and steel escutcheon pins. New prices on the brass pins average from 80c to 90c per pound, while the steel pins average from 28c to 33c per pound.

Wrought Pipe Goes Up

Higher prices have been announced on wrought iron pipe which provide for an increase of $4 per ton. The net prices will be found in a panel elsewhere in this issue.

Snow Shovels Register Advance of 10 Per Cent.

SNOW SHOVELS.—New prices that have been announced on snow shovels provide for an increase of 10 per cent. in this class of goods. The long-handled socket shovel Prince is now quoted at $6 per dozen, the heavy long-handled socket Queen is quoted at $6.75. King is quoted at $8.25, Moose at $10.50, long-handled socket furnace scoops are quoted at $6.75.

Thumb Latch Prices

Net prices for some of the steel thumb latches and barn door latches figured at the new discount are as follows: Thumb latches, No. 2, $1.55 per dozen; No. 3, $2.10 per dozen; No. 4, $3.70 per dozen. Barn door latches: No. 5, $2.10 per dozen; No. 9, $3.20 per dozen.

Floor Wax Higher

New prices on floor wax provide for an increase in price. Old English is now quoted at 48c per pound and Johnson's also at 48c per pound.

Glass in Firm Market

The market for glass has developed firmness on the receipt of news from the United States manufacturers that higher prices in that quarter seem inevitable. Locally double and single diamond are still being quoted at 15 per cent. off list with cut lights at 50 and 5 per cent. off list.

LONDON MARKETS

LONDON, Feb. 22.—The past week has brought another heavy budget of price changes, all of which are in the upward direction. Both jobbers and retailers are now busy handling goods for spring trade and getting ready for the opening of business in these lines. Business in this centre has been seasonably good during the week. Retail merchants are anticipating a good spring trade and are conseqently buying in preparation. There are goodly quantities of goods being shipped from this centre to nearby points and indications point to an optimistic feeling among retailers so far as the spring trade goes.

Shellac Records Advance During Week

SHELLAC.—The firmness noted in the shellac market for some time past has developed into a change of prices upward. Following are the prices now being quoted for this commodity:

Orange—Per gal.: 1 gal. containers, $2.70; ½ gal. containers, $2.80; ¼ gal. containers, $2.90.

Per doz.; 1 pint, $4.85; ½ pint, $2.85; ¼ pint, $1.60; ⅛ pint, 95c.

White — Per gal.: 1 gal. containers, $2.95; ½ gal. containers, $3.05; ¼ gal. containers, $3.15.

Per doz.; 1 pint, $5.40; ½ pint, $3.10; ¼ pint, $1.80; ⅛ pint, $1.05.

Linseed Oil Advances 5c

Another advance has been recorded in the price of linseed oil, amounting to 5c. per gallon. Higher prices are occasioned by the acute situation on freight shipments that prevents crushers from getting flaxseed from the Canadian West. Raw in 1 to 2 barrel lots is quoted at $1.40 per gallon and boiled at $1.43 per gallon. In 3 to 5 barrel lots the price is $1.39 for raw and $1.42 for boiled. In 6 to 9 barrel lots the price is $1.37 for raw and $1.40 for boiled.

Turpentine Unchanged

Although there has been easier prices in the primary turpentine market in the South prices locally remained unchanged during the week at 81c per gallon in single barrel lots, 80c in 2 to 4 barrel lots and 88c in 5-gallon lots.

White Lead in Oil Steady.

Prices for white lead in oil held steady during the week at the advance recorded last week. There is a light sale of this commodity. Pure white lead in oil is quoted at $15 per 100 pounds in ton lots and $15.30 in less than ton lots.

Price on Butcher Knives

In last week's isuse the No. 1707 nine-inch Rodger butcher knife was quoted at $6.60 per dozen. It should have been $7.60 per dozen.

Glazier Points Advance

An advance of 2c per pound has been recorded in the price of coated glazier points in one-half pound packages. The new price is now 20c. per pound.

Fence and Barb Wire Up 5c to 15c Per Hundred

WIRE.—Advances have been recorded in some gauges of fence wire during the week. Barb wire has advanced 15c per hundred pounds and is now quoted at 4.65. No. 9 galvanized remains unchanged at $4.25. No. 12 is quoted 5c higher at $4.45. No. 13 is also quoted 5c higher at $4.55 per hundred pounds. In No. 9 coil spring there has been no change, the price being $4.30.

Lamp Chimneys and Lantern Globes Higher

CHIMNEYS, LANTERN GLOBES. — Advances have been made effective in the price of lamp chimneys and lantern globes during the past week. In the lamp chimneys No. 0 is now quoted at $4.60 per case of 6 dozen, No. A at $6 per case of 8 dozen, and No. B at $5.35 per case of 6 dozen. Cold blast lantern globes in one dozen cases are quoted at 75c per dozen, in three-dozen cases at 65c per dozen, and in six dozen cases at 60c per dozen. Squat lantern globes in one dozen lots are quoted at 75c. per dozen, and in three-dozen cases at 65c per dozen.

Paris Green Prices Out

New prices for the present season have been announced on Paris Green as follows for the Canada Paint Company's line: ½ lb. packages, $49.25 per 100 lbs.; 1 lb. packages, $47.25 per 100 lbs.; 25-lb. drums, $45.25 per 100 lbs.; 50-lb. drums, $45 per 100 lbs.

WINNIPEG MARKETS

WINNIPEG, Feb. 22.—Reports on the amount of business being handled are most encouraging, and jobbers report that every day witnesses an increased amount of orders to despatch, with the result that previous figures for February will be greatly exceeded and the prospects for March are extremely bright.

There is a good deal of worry in connection with the embargo which prevails in the States on export shipments, and this is being felt already in a decided shortage of barb wire. Scarcely a jobber but is holding several cars of hardware for enclosures of barb wire, and this may develop into a very serious matter unless relief comes quickly. Every day now that shipments of barb wire are held back tends towards congestion in the various warehouses, and a week or two now means a great deal both to retailer and wholesaler.

Reports from the United States are anything but encouraging. All large shipping centres report all available trackage crowded with cars for the East, and nothing is being transported but coal and perishable goods. This is bound to have some effect on shipments to Canada as well, and may result in an unusual amount of "back ordering" being done. However, strenuous efforts are being put forth to relieve matters, and another week may see conditions on the way to normal again.

The various markets show some activity for the week, the most important changes being reported in black steel sheets and wrought iron pipe.

Wrought Iron Pipe Advances 3 Per Cent.

It is nearly a month since any change has been recorded in the price of wrought iron pipe, but following the tendency of all the markets, this revision shows an upward tendency, and approximates about a three per cent. increase. From reliable sources, the information comes that further advances may be expected in the near future. To-day's prices are as follows:

	Per 100 Feet Black	Galvanized
¼ inch	$ 4 41	$ 6 84
⅜ inch	4 50	6 93
½ inch	5 85	7 65
¾ inch	7 20	9 67
1 inch	10 71	14 31
1¼ inch	14 50	19 35
1½ inch	17 33	23 13
2 inch	23 30	31 14
2½ inch	36 90	49 28
3 inch	48 24	64 35
3½ inch	60 17	....
4 inch	71 28	....
4½ inch	89 10	....
6 inch	134 55	....
5 inch	102 50	....

Black Steel Sheets Up 25c Per Hundred

The advance recorded in black steel sheets is a general one of 25c per 100 lbs. for all gauges, and sets a new high level for this line. Present indications are such that further advances may be put into effect before long, but in the meantime prices quoted will be as follows:—28 gauge (per 100 lbs.), $6.50; 26, $6.40; 24-22, $6.35; 20-18, $6.30; 16-14, $6.50; 12-10, $6.75.

Galvanized pump rod has shown a tendency to follow the usual trend of advanced prices, and new quotations are being made at $7.75 per 100 lbs.

Firm Market For Galvanized Sheets

The market has remained steady on galvanized sheets for a couple of weeks now, but further revisions are looked for in the near future. Present prices for Premier, Apollo and Fleur de Lis brands are:—10¾ oz., $8.75 (per 100 lbs.); 28, $8.45; 26, $8.15; 24, $8; 22, $8; 18 and 20, $7.85; 16, $7.70.

Washing Machines Are Moved Upward

During the week another change has gone into effect on washing machines. Deliveries on these lines are still somewhat slow, as the manufacturers are experiencing considerable difficulty in securing necessary castings. The new prices on three well-known lines are:—Dowswell Improved, each, $4.25; New Century B, $9.25: New Idea, $10.15.

Mild Steel Prices Are Quoted Higher

New prices issued on mild steel are as follows:—3-16-inch, ¼-inch, and 5-16-in., $6 per 100 lbs. base; other sizes, $4.50 per 100 lbs. base.

Conditions in the steel markets are such that nearly all lines are coming in for revision. This is shown even in the small hasps, wrought steel butts and hinges, on which new prices are issued quite regularly, the new prices in all cases representing an advance.

Spades and Shovels Firm

Other lines which have come in for several revisions are shovels, spades and scoops. From reliable sources comes the information that present prices are likely to be revised at any time, and new quotations based on higher levels. Present prices are as follows:

Shovels—Fox and Olds, D.H., Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H., Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No. 4, $10.65 doz.; No. 6, $11.40; No. 8, $12.10; No. 10, $12.80; Moose and Jones Scoops, No. 4, $11.85; No. 6, $12.50; No. 8, $13.25; No. 10, $13.85 per dozen.

Conditions in Glass Are Becoming Firmer

Latest advices from manufacturers of window glass in the States convey the information that conditions are growing worse daily. It is extremely hard to get the necessary material, and the question of labor is causing considerable anxiety. Everything points to an early advance in price, but the question of getting deliveries will probably be the more serious feature. To-day's quotations are on the following basis:

	Single	Double
Up to 25 in.	$ 8 00	$11 75
26 to 40	9 00	13 75
41 to 50	11 50	15 25
51 to 60	12 00	16 00
61 to 70	12 00	17 25

WHY CANADIAN MERCHANTS FAIL

(Continued from page 39)

ties, the highest percentage recorded since 1905, when it was 65.2, and comparing with 58.4 per cent. in 1915 and 55.2 in 1914, the latter the lowest proportion in twenty-five years.

In respect to liabilities, those in Canada were less than one-half the total of 1915, being $15,767,175, compared with $32,380,501. In the United States the liabilities for 1916 showed a drop of 38.3 per cent. from 1915, and were less than half those of 1914, and indeed the smallest of any years since 1909.

Four tables are reproduced here which will repay a close study.

Business Life Becoming Safer

Bradstreet's concludes that "business life is safer to-day than it ever has been," that credit granting based upon more careful credit reporting is more discriminating, that other important improvements have been made in crop and business reporting, as well as in commercial communication and in transportation, and that more care is exercised to prevent solvent debtors from entering bankruptcy."

Relief From the Present Abnormal High Prices

The fact that we offer you CROWN DIAMOND PAINTS at a price which allows you a more generous and satisfactory margin of profit than the average—a price which gives you a little relief from the prevailing high prices—is due to our position as manufacturers of heavy chemicals, the manufacture of our own dry colors, and particularly to the low selling cost due to having the one sales organization for chemicals, aniline dyes and paint.

In these days of ever advancing prices, you as a merchant have a problem.

When it comes to buying—as a business proposition it is necessary for you to consider not only the question of quality, but you must also consider the question of profits.

The CROWN DIAMOND advertising is planned along the same lines you would figure out for yourself, and with the *free newspaper advertising* feature and unique selling helps is a wonderful aid to the rapid moving of your paint stock.

Write for details of selling plan and profits on CROWN DIAMOND PAINTS.

Distributors:
W. B. DALTON & SONS LIMITED
Kingston - Ontario
H. J. DUPONT & SON
Ottawa - Ontario
CROWELL BROS.
Halifax - N.S.

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

Distributors of Glidden's Green Label Varnishes and Jap-a-Lac for the Province of Quebec

If interested, tear out this page and keep with letters to be answered.

The Quality and Reliability of

CROWN DIAMOND PAINTS

are vouched for by 75 years of constant use, as well as by expressions of satisfaction from contractors, master-painters and dealers who have used them for years.

ALL AGREEMENTS MADE CONTINGENT UPON STRIKES FIRES ACCIDENTS OR CAUSES BEYOND OUR CONTROL

O. B. ALLISON PRESIDENT
J. P. ANGLIN B.Sc. VICE-PRES. & GEN. MGR.

C. O. HARRINGTON B.Sc. MONTREAL MANAGER
H. C. JOHNSTON B.A.Sc. TORONTO MANAGER

Anglins Limited
Building Construction

HEAD OFFICE 93 VICTORIA ST. MONTREAL
TORONTO OFFICE, 307 LUMSDEN BLDG.

Montreal, Feb. 17/1917.

Messrs. McArthur Irwin, Limited,
20 St. Paul Street, West,
City.

Dear Sirs:-

We have found Crown Diamond Paint products, which we have used largely for years in our painting contracts, high grade and satisfactory in every way.

Yours very truly,

ANGLINS LIMITED.
Per. J. P. Anglin
Vice President

Alexander Craig Limited
Painters and Decorators

TELEPHONE MAIN 2240

Montreal Feb 1/17 191
39-41 JURORS STREET

Messrs. McArthur, Irwin Limited,
20 St. Paul Street, West,
Montreal.

Dear Sirs.-

Crown Diamond Paints, Shellacs, Fillers, Varnishes, Colors in oil, White Lead, etc., give full satisfaction.

We are using your products on all classes of our work, Public Buildings, factories, office buildings, banks, and residences and always find that the quality and service are full measure.

Yours truly,

Alexander Craig Limited.
Per. Alex. K. Craig
President

TELEPHONES { MAIN 1391 1392

PLATE GLASS
WINDOW GLASS
MIRRORS
BEVELLING AND DESIGNING

C. A. SHARPE, LIMITED
SUCCESSORS TO
MONTREAL PAINT & GLASS CO. LIMITED

PAINTS, OILS
VARNISHES
BRUSHES AND
PAINTERS SUPPLIES

CORNER CRAIG AND BOSFORD STREETS
MONTREAL, January, 5th/1917 19

Messrs. McArthur Irwin, Limited,
20 St. Paul Street, West,
Montreal.

Gentlemen,-

We have given specifications to-day to your Mr. Wilcon for spring stock order of Crown Diamond Liquid Paint, White Enamel and various paint specialties.

This order will indicate our appreciation of your paints and we can only say that we do not like to think of the amount of money we would have made in our paint department, had we put in Crown Diamond Paints and had Crown Diamond advertising years ago.

Yours very truly,

C. A. SHARPE, Limited,
C. A. Sharpe

Distributors:
W. B. DALTON & SONS LIMITED
Kingston - Ontario
H. J. DUPONT & SON
Ottawa - Ontario
CROWELL BROS.
Halifax - N.S.

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

Crown Diamond Paints
McArthur Irwin Limited

Distributors of Glidden's Green Label Varnishes and Jap-a-Lac for the Province of Quebec

If interested, tear out this page and keep with letters to be answered.

EVENTS IN THE TRADE

Business Changes

Cayley, Alta.—Elves Bros., hardware merchants, have discontinued, J. S. Elves continuing.

Cartwright, Man.—H. Phillips is removing the stock of his hardware store to Alberta.

Dauntless, Alta.—The Dauntless Supply Co. are discontinuing their hardware business.

Moose Park, Man.—J. H. Creighton, hardware merchant, has sold to Home Lumber Yards.

Delisle, Sask.—Delisle Hardware & Implement Co.'s business has been sold to L. E. Jones.

Sidewood, Sask.—E. W. Salmon, hardware and grocery dealer, has sold out to Walter S. Pearce.

Mather, Man.—Hunter & Newton, hardware merchants, are opening a branch at Cartwright.

Tugaski, Sask.—German Bros., hardware merchants, have been succeeded by R. C. McLaren & Son.

Retlan, Alta.—Devereaux Hardware Company has been succeeded by Rutherford Hardware Company.

Prussia, Sask.—Gryde & Marshall, hardware merchants, have dissolved partnership, and S. K. Gryde continues.

Personal

W. J. Sarvis, Hanover, Ont., was a recent visitor in Toronto.

H. A. Murphy of the Sternau Co., New York, spent last week in Montreal.

Tom McCrae, of the American Lead Pencil Co., was in Montreal this week.

F. O. Barber of the P. & F. Corbin Co., New Britain, was in Montreal last week.

E. S. Meekle, of Sterling, Illinois, paid a business visit to Montreal this week.

F. P. Hall of the Carborundum Co., Niagara Falls, U.S.A., visited Montreal last week.

F. C. Dannenberg, of J. Wiss & Sons Co., Newark, paid a visit last week to Montreal.

A. J. Shay, of the Goodell Pratt Co., was in Montreal this week from Greenfield, Mass.

Carl M. Frankel, of Toronto, was a visitor to Montreal friends in the hardware trade this week.

Mr. Buckley, export manager of the Beaver Board Co., Buffalo, U.S.A., was in Montreal last week on business.

J. G. Near, sales manager of the Drummond, McCall & Co., metal merchants, was in Buffalo during the week endeavoring to have some of their cars released and sent to Toronto.

On Tuesday morning there passed away in Montreal, W. H. Evans, an old and valued former employee of the Canada Paint Company, who is well remembered, and much regretted by the firm and staff.

News of the sudden death of Mr. Harry Clucas, of the Canada Paint Co., in Toronto, was received with the greatest regret by the management and staff of the firm in Montreal, and on Tuesday night there left for Toronto, to attend the funeral, Messrs. H. M. Ashby, general manager; J. R. Nimmo, W. H. Newton, Robert Bremner, and L. N. Dansereau, bearing with them the tributes of respect to the deceased from Montreal.

Maritime Items

Thursday, February 22, is being observed as dollar day by the retail merchants in St. John.

The stock of Melvin's hardware store, Halifax, was destroyed in a fire which caused $40,000 damage, on February 15.

Tenders for the construction of a highway bridge over the Kennebecasis River, close at the office of the New Brunswick Department of Public Works, Fredericton, N.B., on March 21.

Among the hardware men who are candidates in the New Brunswick Provincial general elections are Philip Grannan, of St. John, and L. A. Dugal, of Edmundston, both of whom are standing for re-election. In the last Legislature, Mr. Dugal was one of the two members who composed the Opposition party representation.

Blain Hardware Burned

A fire was discovered in the hardware store of Richard Blain, Brampton, on February 13, which gutted it. The fire is supposed to have been caused by an overheated furnace.

Mission Hardware Store is Destroyed

The Mission Hardware Store, Mission City, B.C., owned by J. Gascoigne, was burnt to the ground early Monday morning. Practically everything except the books was lost. The building was partly covered by insurance.

Retail Merchants Elect Officers

The Retail Merchants' Association of Moncton, N.B., has elected officers as follows:—Honorary president, L. H. Higgins; president, D. A. McSweeney; vice-president, B. E. Smith; second vice-president, J. H. Deroche; treasurer, W. D. Charters; secretary, T. B. Price; executive, L. H. Higgins, B. E. Smith, J. J. Bourgeois, P. H. Fryers, E. A McSweeney, William Murray; dollar day committee, J. H. Deroche, John Ross, T. B. Price, Temple Doyle and W. D. Charters. Robert Red, provincial secretary of R. M. A., was present and addressed the meeting.

Old Partnership Dissolves

Guelph, Ont.—The old retail hardware firm of S. and G. Penfold, which has been in existence for well over a quarter of a century, has been dissolved. The older brother, Sam, and his son, Herb., will continue the business, under the new firm name of Penfold Hardware & Carriage Co., retaining the old stand on Macdonnel street. George Penfold and his son Charles are withdrawing. The firm was one of the oldest established in Ontario, having a particularly good farm trade connection.

Customs' Decisions

The Board of Customs has decided that Basic sulphate of lead; sulphate of lead, or, sublimed lead, are dutiable under tariff 711.

Some Hockey Match!

On Wednesday afternoon, some of the more energetic delegates added to the gaiety of the convention, by giving an exhibition of Canada's national winter sport.

Hamilton hardware travelers lined up against Toronto retailers, and, when the smoke cleared away, the Queen City men were found to be victorious, by a score of 3 to 1.

The line-up:—

Hamilton Travelers—T. R. Jackson (Ringer); J. W. Peacock, W. Howard, W. J. Morrell, K. Walsh, W. E. Smith.

Toronto Retailers—E. McMichael, J. E. Booth, W. E. Platt, A. Atkinson, J. E. Hewitson, W. Matheson.

Referee—H. Shuttleworth, Bart.

Substitute Referee and Official Arbitrator—A. J. Wright, V.C.

Master of Ceremonies and Gentleman Usher of the Black Rod—Bert. Webster, D.S.O.

Chief Surgeon, in charge of Casualty Clearing Station—Dr. John Caslor, M.D.

Timekeeper and Constable—Grant McEwen, M.C.

DEATH OF PROMINENT WESTERN MERCHANT

John Sommerville, one of Edmonton's pioneer business men, died in that city on Saturday, February 17th.

Mr. Sommerville was very well known in the hardware trade, with which he had been associated for a number of years.

In 1912 Mr. Sommerville founded the Sommerville Hardware Company, one of Edmonton's prominent concerns. His death will prove a great loss to the trade and will be deeply regretted by his very large circle of friends.

FIRE AT WINNIPEG

Fire on Thursday night, Feb. 15, destroyed the plant and building of The Owl Metal Company, Winnipeg, as well as the offices and stock of Bissett and Webb, manufacturers agents and The James Stewart Co. The two former are now located at 141 Bannatyne Ave. The Owl Metal Company's loss is estimated at about $12,000, which includes machinery and stock, partly covered by insurance. They are now looking for premises to start the manufacture of their metals. They have metals on the road, and in the course of a week or so should be able to make deliveries again. Bissett and Webb were fortunate enough to rescue their correspondence files and records, but lost all their stock valued at $20,000, and price lists. The James Stewart Company, Woodstock, Ont., occupied the fourth and fifth floors. Their stock of stoves, etc., valued at about $25,000, was destroyed. The other firms in the building were in the wholesale grocery business. The building, which was owned by the Scott-Bathgate Company was ruined. It was insured for $40,000.

HARDWARE LETTER BOX

Steel Stairways

Subscriber, Durham, Ont.,—Please give names of manufacturers of steel stairways.

Dennis Wire & Iron Works, Ltd., London, Ont.; John Watson & Son., Montreal; Montreal Architectural Iron Works; Mount Royal Foundry Co., Montreal, Canadian Ornamental Iron Co., Montreal; Geo. B. Meadows, Toronto.—Ed.

Rat Destroyers

Cochrane Hardware Ltd., Copper Cliff, Ont.—Kindly advise where we can purchase "Rat Nip" and "Common Sense" rat poisons.

National Drug & Chemical Co., Toronto; Lyman Bros. Co., Toronto.—Ed.

Premier Oak Stove

Fred. C. Bishop, Norwich, Ont.—Kindly advise who manufactures the Premier Oak Stove.

Thos. Davidson Mfg. Co., Montreal.—Ed.

Brass Snaps

E. K. Spinney, Yarmouth, N.S.—Please advise where we can purchase brass snaps for oil cloth coats.

De Long Hooks & Eye Co., St. Mary's, Ont.; Francis Mfg. Co., Niagara Falls, N.Y.; A. L. Clarke & Co., New York, N.Y.; Snider Snap Fastener Co., New York, N.Y.—Ed.

NEW DUTY ON SEWER PIPE

Appraisers Bulletin No. 1346 is cancelled and the following is substituted therefor on sewer pipe and flue lining from the United States. Dating from the 1st Feb., 1917, the following rates from the United States:—

Discounts

Eastern Price List "A"— Sewer Pipe—	Standard Pipe	Standard Seconds
Sizes 3" to 24"	80 %	82 %
Sizes 27" and 30"	79 %	82 %
Sizes 33" and 36"	77½%	79 %
	Double Strength	
Sizes 15" to 24"		77½%
Sizes 27" and 30"		76 %
Sizes 33" and 36"		74 %
Stove pipe and fittings up to and including 24"		80 %
Wall coping		80 %
Flue liners, in mixed cars		82 %

Stove pipe larger than 24" diameter takes the same discount as standard pipe of corresponding size.

All pipe in 2½' and 3' lengths to take 2% less discount than above, except 27" and over.

Round ue filin liners larger than 24" diameter 2% greater than above discounts on standard pipe of same size.

Price lists can be obtained from the Department of Customs upon request being made for appraisers bulletin No. 1426.

PRACTICAL SHEET METAL WORK

(Continued from page 52)

diagrams L M in the usual way, which gives the true length of the slant lines for top and bottom gussets.

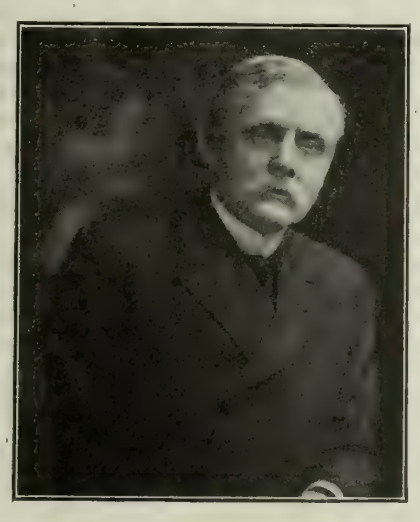
It will be noted that points 1 to D and D to 9 and 9 to 1 form really another true elevation of the side. From the various points transfer the corresponding measurements to the triangular side in pattern which in practice is really developing circular, or curved stretchout lines of the gussets required. While this is really a one-piece pattern, it will be noted that there require to be two seams—one at the back of the pipe and one at C^1 B, at top of the pipe.

Continued in next issue.

Harry Clucas Passes Away

Paint Veteran Dies Suddenly at Home in Toronto — Prominent Figure in Paint Circles for 32 Years.

THE death occurred suddenly, in Toronto, of H. Clucas, sales manager Toronto branch Canada Paint Co. The late Mr. Clucas, familiarly known as Harry, was one of the best known paint men in the Dominion. During his 32 years in the paint trade,



THE LATE H. CLUCAS

he made a host of friends in all parts of the Dominion. In his younger days, Mr. Clucas was a sailor and had visited practically all important ports in the world. Thirty-two years ago he engaged with Wm. Johnson Co., Montreal, to represent them and introduce their specialties in the Province of Ontario. Mr. Clucas had been a practical painter, and consequently had an intimate knowledge of the products he decided to sell. When the Johnson business was taken over 25 years ago by the Canada Paint Co., Mr. Clucas continued with the new firm, and since 1901, had been manager of the sales department for Toronto. His long experience, and practical knowledge of paints and varnishes, made him an interesting conversationalist, and an undoubted authority on the goods he offered for sale. Mr. Clucas was frequently called upon to address painters' conventions, and other meetings where information of a practical nature was required.

At the time of his death, Mr. Clucas was 68 years of age. He was at his office up to Wednesday at 5 o'clock. On Thursday he felt rather indisposed and remained at his home until Saturday, when he ventured out. He planned to leave Toronto on Sunday morning at 9 o'clock to go to Montreal to attend a salesmen's convention. At 7 a.m., he decided he would be unable to go. His death took place suddenly three hours later.

The funeral took place at Toronto on Wednesday, to Forest Lawn Mausoleum.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

RELIANCE LIQUID GLUE

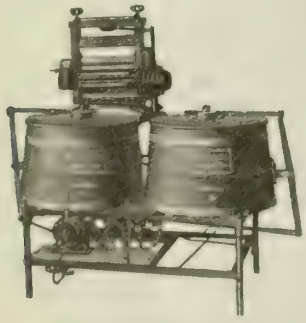
Reliance Ink Co., Winnipeg, Man., is manufacturing "Reliance Liquid Glue" put up in packages of various sizes. The makers state that the tenacity of this glue is exceptional, being equal to the best hard Scotch Glue. It combines with great strength a remarkable degree of toughness and elasticity, so that joints made of it do not require cross tongues for the purpose of strength. It is always ready for use, which is an obvious convenience for work outside the shops. The makers claim it will keep in good condition for seven years before use, and the work done is absolutely permanent. Its use abolishes the glue pot, gas or other heating appliance, waste dirt, burnt glue, cracked pots, and spoilt brushes.

It is put up in the following sized packages:—Tubes; 1 oz. bottles; 2 oz. bottles; ¼ pt. cans; ½ pt. cans; pt. cans; qt. cans; ½ gal. cans; 1 gal. cans.

AUTOMATIC TWIN WASHERS

The "Automatic Twin Washer" is offered to the trade by the Automatic Electric Washer Co., Newton, Iowa. The makers claim that although the Automatic Washer Twins will do the washing in half the time, they occupy no more floor space than the regular long bench models of the single washer tub machines.

The double set of spur gears that actuate the washing mechanism, are carefully machine cut from high grade grey gear iron, and the bearings are carefully machined to a perfect fit, so that while the machine is doing double the work of the single machine, it makes no fuss about it, but its smooth dolly and smooth



Automatic Twin Washers

pins simply swing the clothes backward and forward through the soap suds, just far enough to get the water going all one way, and then instantly reverse, thus forcing the soapy water through and through the soiled linen or other wash material.

The "TWINS" are equipped with a Reversible-Swinging Wringer, with 12 inch rolls.

Either washer can be used as a rinse

Baily Baby Bathtub

tub if desired. Catalogs will be supplied on request.

B. B. TUB

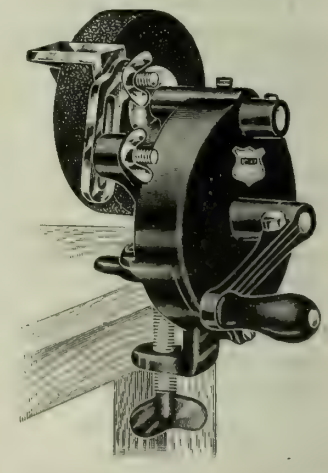
"The Baily Baby Bathtub," here illustrated is claimed by the makers to have been developed in response to a widespread demand for something in the way of a baby's bathtub, safe and convenient. The Bailey tub it is claimed will save the mother hours of back bending and of wiping wet floors. She can handle her baby when seated with ease and comfort. The baby can enjoy his daily bath with no danger of bruises or upsetting. The tub is fitted with a strong heavy framework. The special fabric front of which the tub is made, is prepared with a secret process, so as to resist the entry of dirt and make it capable of being cleaned with any soap, household cleanser, or disinfecting chemical. It is proof against uric acid, perspiration and boiling water, and will not peel or chip off. This special rubberlike material is seamless, so can not rip, tear or leak where joined. The fabric can be detached as easily as a glove, spread out flat to clean and thus be kept sanitary for the baby. Everything is white, the enamel on the frame as well as both sides of the fabric. The fabric, by going around the bars, both protects them from moisture and makes a soft bumper for the baby. The BBB tub is only 30 inches square and 2 inches thick when ready to use. By taking off a few wing nuts you can put it all in a space 30 inches long by 3 inches square.

The tub is manufactured by the Baily Baby Bathtub Co., 160 W. Jackson Boulevard, Chicago, Ill.

MECHANICS' TOOL GRINDER

A "Mechanics' Tool Grinder," with a new feature in connection with the gear case, is being marketed by B. L. Fry Mfg. Co., St. Louis, Mo. The gear case is split in the lower half of the back of the case to admit the gears in assembling. By means of this design all the bearings are kept in one piece of metal insuring perfect alignment; smooth and quiet running of the gears at all times. With the case split, it appears to be of solid construction throughout. The grinders are made in a number of sizes, and can be furnished with Carborundum, or with Vitrified Corundum wheels.

The main drive shaft as well as the grinding wheel shaft runs through both sides of the gear case, thus it is claimed, increasing the strength and life of the entire machine. The gears are accurately cut from solid blanks and tested before they are assembled. The patent grinding wheel flange, it is claimed, overcomes the necessity of using grinding wheels with shaft holes of a special made diameter, and the patent overlapping dust hood gives absolute protection against



Mechanics' Tool Grinder

dust and grit entering the bearings.

A catalog showing the various styles of grinders will be mailed on request.

WHAT OTHER PAPERS SAY

RIGHT BUYING

From *Hardware Age.*

Few of us realize to what extent carelessness and waste on our own part add to our living costs.

The guarantee on good goods has an effect in offsetting the higher prices. While it is not good salesmanship to emphasize the guarantee to such an extent that people will buy with the expectation of coming back on somebody to make good, still the fact that the goods bear a reliable guarantee will be an added service to counterbalance the price and often the discreet mention of guarantees will quiet price complaints.

Make the terms of the guarantee plain enough always so that there will be no excuse for a subsequent misunderstanding. The guarantee is worth more to the customer now than ever before, but it should not be abused, and the retailer owes it to the house behind the guarantee to make its terms plain.

Under the present price conditions, you will have more customers who will be anxious to buy economically. Many of them will be people who have previously bought without considering price very much. It is up to the salesman to do and say everything he can to make such customers feel comfortable.

Unfortunately there are hardware stores where once in a while a clerk seems to feel more or less scorn for the customer who has to consider prices closely in his buying. If there ever was any excuse for that position, it long ago ceased to exist.

This is a time for our salespeople to do all they can to help their customers to buy economically and satisfactorily. It is by working hard to make the customer see that we are on his side, that we don't like high prices, that we are willing to do everything in our power to help him offset them; it is by this position that we are going to hold our trade and keep it satisfied that the cause of the high prices is not ours, but that of conditions beyond our control.

It is a time to buy well in advance of needs. Shipments have been slow coming through in the past. Goods have been unobtainable in some lines. This condition is not likely to improve right away.

The existing conditions are unique and the wise dealer is going to plan and figure further ahead than he has generally done, buying early and having shipments made early.

A CALL TO EMPLOYERS

BY SIR EDMUND WALKER,

President of the Canadian Bank of Commerce.

The end of the war is not in sight, but the wounded and otherwise disabled soldiers are coming back, and it is not too early to come to close grips with the problem of finding employment for those who have no claims on previous employers, and of caring for those who are partly or completely disabled.

We have to consider what we owe to the man who has fought to defend our lives, our property and our liberty, and we have to consider how to prevent the disorganiation of industrial society when the soldiers come back in large numbers and the making of army supplies has come to an end.

We do not wish the soldiers' home-coming to mean, except perhaps temporarily, a cause of industrial disturbance. We want, on the contrary, to find in it a great opportunity to increase the prosperity and happiness of that part of the Empire which they have fought to save.

We shall have lost forever the laboring power of our heroic dead and of those few who are totally disabled. We shall have gained the labor of many women untried before the war; we shall have gained the added strength, physical and mental, of countless soldiers who through the war have "found" themselves; and we shall, in much fewer cases, have returned soldiers who are more or less wrecked physically or mentally but who are not quite useless to the community.

I presume much of the work to be done by the Military Hospitals Commission leads directly to the larger work of land and industrial settlement. For obvious reasons we shall hope that many of the returned soldiers will take up land. **The manner of selecting such land so that communities of loyal men shall be planted in every province, of caring for the soldier-farmer in his early years of settlement, and of lending him money for improvements, is of prime importance.**

Meantime the Hospitals Commission has, added to its other burdens, the duty of making suitable for work, by training and by the use of newly invented implements, men who would otherwise in many cases be a charge upon the country and a monument of our ingratitude.

In my younger days the one-legged and one-armed soldier was always present, eloquent of war, and not without a meaning to the community,—"lest we forget." We were used to seeing a bank messenger with one sleeve pinned to his breast and his handsome commissionaire coat covered with medals.

Handicapped, But Not Disabled.

To-day, every employer of labor, manufacturer, merchant, banker, or whatever his calling, should be considered how he can employ a few partly disabled men, and thus do something more in carrying the burdens of the war.

Many a machine shop can use a certain number of one-armed and one-legged men with hardly any loss of efficiency. The Hospitals Commission sends them out better prepared to lessen the effect of their disabilities than the wounded soldiers of other wars.

In a recent campaign to raise money for the British Red Cross, two officers totally blind from the effects of wounds appeared before the public. Both had been trained in the wonderful establishment in England administered by Sir Arthur Pearson. One of these blind officers is now employed as an expert electrician, while the other is a competent actuary and already engaged in soliciting life insurance.

Totally blind men are being trained as stenographers, taking short-hand notes by a system which enables them to be read by touch before being read by the same blind operator. Some of these men are already more efficient than the average stenographer.

MEMBERS AND VISITORS AT CONVENTION.

(Continued from page 34.)

Son, Gananoque, Ont.; A. J. Wright, Hamilton; C. W. Conn, Tillsonburg, Ont.; E. R. Ryweld, Auto Strop Safety Razor Co., Toronto; J. C. Kayser, Simcoe, Ont.; F. W. Davis, Sanderson Pearcy & Co., Toronto; C. M. Frankel, National Electric Heating Co., Toronto; Nelson Mills, Mills Hardware Co., Hamilton; S. Y. Dingee and R. D. Stevens, Henry Disston & Sons, Ltd., Toronto; Ed. Wanless, Chatham, Ont.; W. H. Bateman, Gendron Mfg. Co., Toronto; J. McMaster, Paterson Mfg. Co., Toronto; Ed. Sherrett, Berry Bros., Inc., Hamilton; S. W. Turnbull and S. B. Loughrey, Hamilton Whip Co., Hamilton; Gordon Colton, Burlington, Ont.; S. B. McClung, Trenton; C. H. Hopper, Canadian Westinghouse, Hamilton, Ont.; John Caslor, Toronto; D. Murphy, Bird & Son, Toronto; C. Gendron, Penetang; R. Hadden, Picton; E. T. Coleman, New Dundee, Ont.; Fred. C. McCrory, Banwell-Hoxie Wire Fence Co., Hamilton, Ont.; M. Herod, Dunlop Tire & Rubber Goods Co., Hamilton; H. W. McConnell, R. A. Edington, A. J. Hare, A. Ramsay & Son Co., Montreal; B. E. Webster, Hamilton; H. Petitt, Canada Steel Goods Co., Hamilton; Norman A. Wylie, Sheet Metal Products Co., Toronto; C. Thompson, Canada Steel Goods Co., Hamilton; J. H. Shafer, Allith Mfg. Co., Hamilton; Weston Wrigley, Toronto; J. R. Cuthbertson, Louden Machinery Co., Guelph, Ont.; D. P. Cotter and W. B. Philbrick, Gillette Safety Razor Co., Montreal, Que.; G. D. Davis, H. M. Reid, T. B. Costain, H. T. Hunter, J. G. Lorriman, *Hardware and Metal,* Toronto; Geo. Mathewson, Toronto; Fred. Otton, Barrie, Ont.; H. E. Pattenson, G. H. Clark & Co., Niagara Falls, N.Y.; J. McMartin, Lowe Bros., Ltd., Toronto; J. H. Esplen, Creeper & Griffin, Owen Sound, Ont.; L. C. Flaherty, Adamson Mfg. Co., Hamilton; G. D. Hubbart, Barrie, Ont.; T. K. Hope, Perth, Ont.; F. A. Coons, A. Sweet & Co., Winchester, Ont.; Wm. Hartman, Midland, Ont.; J. Clarkson, Hartman Bros., Midland; D. J. Cain, Alliston; E. E. Kent, Kent, Garvin & Co., Hamilton; Fred. B. Smith, Belleville, Ont.; T. R. Palmer, Bird & Son, Hamilton; Blake Booth, Hamilton; Jas. McGregor, Caledonia, Ont.; Donald McGregor, Caledonia; S. D. Baby, Hamilton, Ont.; J. Preeter, Zurich, Ont.; D. Mistele, Rodney, Ont.; H. L. Myers, Stratford; W. D. Stinson, Omemee, Ont.; W. A. Rankin, Ottawa; A. M. Oldham, Weston, Ont.; W. D. Laidlaw, Laidlaw Bale Tie Co., Hamilton; J. H. Plunkett, Hamilton, Ont.; W. J. Merrill, Toronto; Milton Rossiter, Toronto; H. E. Fenwick, Parkdale Furnace & Hardware Co., Toronto; B. J. Hobbs, Toronto; Arthur Lake, Toronto; R. W. Virgo, Ottawa Paint Works, Toronto; S. R. Peart Rockwood, Ont.; F. C. Stricker, Bond Hdwe. Co., Guelph; C. H. Trelford, Toronto; J. McFadden, Toronto; J. S. Buscombe, Rice Lewis & Son, Toronto; Norman C. Haiden, Lyons & Marks, Toronto; Robt. Smith, Bolton, Ont.; W. E. Platt, Toronto; J. E. Booth, Sanderson, Pearcy & Co., Toronto; Everton McNicholl, Toronto; J. E. Hewitson, K. W. Mathewson, Toronto; Geo. A. Elliott, Brantford, Ont; James Clarke, McArthur Irwin, Ltd., Toronto; Fred. Murry, Cayuga, Ont.; H. E. Moore, Oakville, Ont.; F. Phillips, Orillia; D. Cinnamon, Lindsay, Ont.; J. A. Bartlett, McClary Mfg. Co., Toronto; H. Stainton, W. F. Heideman, J. W. Peacock, Toronto; O. K. Finkheimer, Milverton, Ont.; J. Frank Walker, Banwell-Hoxie Co., Hamilton, Ont.; Wm. J. Ready, *Canadian Hardware Journal;* D. Wahlman, Banwell-Hoxie Co., Hamilton; W. H. Bartlett, St. Mary's Hardware Co., St. Mary's, Ont.; Geo. Hancock, Port Hope, Ont.; John W. Lent, Cobourg, Ont.; H. Brooks, McClary Mfg. Co., Hamilton, Ont.; O. S. Reddick, Madole Hardware, Napanee, Ont.; Albert Webber, Merrick Anderson Co., Winnipeg, Man.; T. F. Benford, Brandram-Henderson, Toronto; G. A. Binns, Newmarket, Ont.; R. McGregor, Oakville; Wm. T. Kelly, Ontario Lantern & Lamp Co., Hamilton; F. J. Penberthy, Lowe Bros., Toronto; L. Fowler, Sudbury, Ont.; C. E. Warner, McGregor & Co., Caledonia, Ont.; D. G. Clarke, Hamilton; E. M. Clipsham & Sons, Ltd., Gravenhurst; W. J. Bell, Beeton, Ont.; J. B. Maclean, *Hardware n Metal,* Toronto; Geo. E. May, Toronto; Fred. B. Wilson, E. T. Wright & Co., Hamilton; A. G. McIntyre and C. W. Robinson, McIntyre & Taylor, Toronto; E. T. Carter, Jarvis, Ont.; G. W. Wallace, Toronto; G. M. Dunk, Montreal; W. J. Carter, Picton, Ont. A large number of manufacturers and travelers were in Hamilton during the Convention, who did not enter their names on the Convention register.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

THE article described in this issue, for which a pattern is to be developed, is of somewhat different line to any other previously shown, that of a one-piece pattern for a garbage, or ash chute. Not only can it be used for a chute, but also for a round to square branch of a furnace pipe; it sometimes is necessary to make a Y branch from round to square fan system piping. However we will call it a chute outlet, the square being the lid or inlet to the chute.

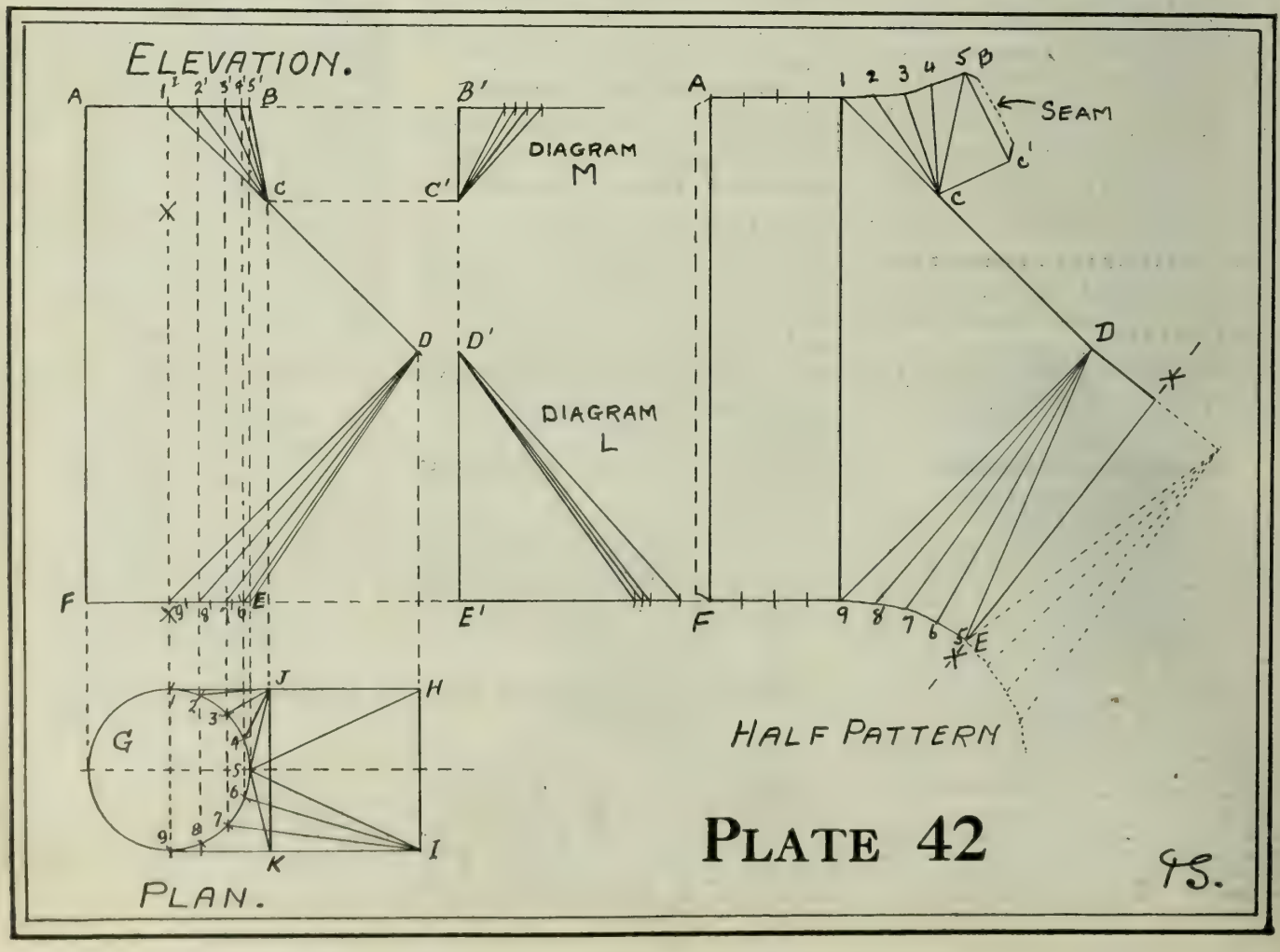
First, determine the diameter of the round part, and draw the plan G and from sides of circle project lines upward as shown at A B F E. Then draw centre line X X, cutting through centre of line F E from centre of circle G. Now take a 45 degree triangle and draw a line from X on line F E, as shown at D, and again draw line D C by reversing the position of the 45 degree triangle. It will be seen that the sides from X to D to C form nearly two sides of a square. Now divide the right hand side of the circle G into 8 equal parts. It will be noted that the line C D is simply the length of the side of square opening and may be any length. Next drop a line from C describing line J K and again another line from point D until the line H I is drawn. Now connect J and H, K and I. To complete the elevation, draw lines from points 9 1 to 9^1, which is the centre of both plan and elevation. Next draw line from 8 2 to 2^1, and so on until all the dotted lines shown are completed.

The next step is to find the true length of lines C, 5^1, 4^1, etc., and D E, 6^1, 7^1, etc., then draw the triangular lines from points H I J K to the circle G, 1, 2, 3, 4, 5, 6, 7, 8, 9, viz., H to 5 and J to 5, 4, 3, 2, 1, and K, 1 to 5, with I to 6, 7, 8 and 9.

It will be noted that only one-half the pattern is developed, but it is simply a matter of turning over the pattern at points X X to complete.

First, lay off two lines the length of A F in elevation and the same distance apart equal to one-quarter of the circumference of the round piece, see A, F, I, D in pattern, next develop the

(Continued on page 49)



A Bulls Eye That Counts

Make a record count in your paint sales this season.

Jamieson's Pure Prepared Paints and Varnishes

will bring you the desired results. They hit the mark of satisfaction with customers and make your cash register jingle with profits.

Our proposition deserves your consideration. Ask for particulars.

R. C. Jamieson & Co., LIMITED
MONTREAL, CANADA
Est'd. 1858
Owning and operating P. D. Dods & Co., Limited

"MURESCO"

The Best Wall Finish

Leads All Other Finishes

The Best Wall Finish

LET **Muresco** help to pull business to your other lines—it is a quick seller because most economical—it is less in first cost—and lasts longer in wear. Customers like it because it is easily applied and is **easily renewed.**

Muresco has unlimited uses and for this reason you have a wide selling scope. It is suitable for cottage, large residence or public buildings.

Push Muresco and it pulls other sales in its train.

Replenish your stock now.

Benjamin Moore & Co., Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 21. — Paint market conditions this week are in almost every respect firm. There is an uneasiness as regards mixed paint prices, with a tendency to advance unless conditions affecting raw materials improve. Linseed oil is all but unquotable. Putty is very firm. White lead in oil looks like another advance shortly. Shellac is firm and scarce. Glass seems to be decidedly on the verge of a considerable advance in the United States and locally also. Prices have been announced on Paris green, and demand is coming along with the usual season's activity. Market business is much hampered by railway congestion at present, this affecting deliveries to the retailers in the country as well as affecting supplies to the manufacturers.

Indications Towards Mixed Paint Advance

MIXED PAINTS.—Owing to the situation affecting linseed oil so seriously at present, and owing to general difficulties affecting the metal markets upon which paint manufacturers depend for basic ingredients of paints as well as the still rather serious conditions affecting all raw materials used in the paint trade, there is once again a hint that paint prices are still far from settled at their present level. While to advance prices at this time with spring trade deliveries in hand, and all spring trade orders not yet in, would be a step unfavorably regarded by the paint manufacturers, still the situation is pressing upon them so hard that opinions are expressed pointing to the possibility of advances being unavoidable should market conditions for raw materials go still firmer. With the production of linseed oil so seriously set back at present, there are chances that this ingredient of paints may remain steadily high-priced for a considerable time, and this in itself, regardless of other conditions, would almost compel higher prices for paints. Cost of containers is also a factor bearing seriously on the prospect of mixed paint prices at present.

Linseed Oil All But Off Market

LINSEED OIL.—Owing to the serious conditions brought about by railway embargoes, and the general congestion of traffic resulting therefrom, there is practically no market in linseed oil for the present. Crushers are making the best of the situation, but are not looking for business for the time being, but concentrating their energies on the effort to secure supplies of flaxseed as soon as at all possible. Even with the best of efforts, it may be some time before the situation is relieved. Most of the paint manufacturing firms are not quoting linseed oil at all, and those willing to mention a price are only in the market to oblige steady customers, and will not quote for or supply more than single barrel lots. The prices mentioned in this connection, though they can hardly be considered regular market quotations, are:

Linseed oil.	Raw.	Boiled.
In 1-bbl. lots only....	$1.32½	$1.35

Turpentine in Firm But Average Market

TURPENTINE.—Market for turpentine remains in condition similar to that prevailing last week, but the higher quotations given last week are this week shaded down a little, as the firmness then prevailing has eased off to some extent, and lower quotations are mentioned. There is no special indication one way or the other in turpentine this week, but the market continues firmish, with demand normal, and supplies causing no immediate anxiety. Prices quoted are as under, the most general price being about 80 cents:

Turpentine.	Per Imp. gal.
1-bbl. lots	77-80-84c
2-4 bbls.	76-79-83c
5-10 bbls.	75-78-82c

Top Price Still to Reach in White Lead

WHITE LEAD IN OIL.—Once again pig lead has gone to higher levels in the New York market, and the difficulties affecting transportation are making the price of the metal still higher in Montreal, lead being, in fact, at its highest record now in the metal markets of Canada. This fact, coupled with the serious conditions affecting linseed oil, makes the prospect of a further rise in price for white lead in oil almost self-evident. But so far as the present week is concerned prices for white lead in oil remain as quoted last week, when the advance to $14.80 per hundred pounds in one ton lots was made. It is felt by most manufacturers of paints that white lead in oil can hardly escape a further rise in price within a very short time, and dry white lead, in fact, has gone considerably firmer since the prices of white lead in oil were last advanced.

White Lead in Oil:	Per 100 lbs.
In 1-ton lots	$14.80
In 5-ton lots	14.50
Less than ton lots	15.10

Glass Almost Sure To Advance Shortly

GLASS AND PUTTY.—As indicated in last week's HARDWARE AND METAL report on the subject, glass is in a very firm market at present in Montreal and district, and beyond doubt there will be advances before long. Information by wire from the United States to one of the leading glass dealers in Montreal this week pointed unmistakably to a forthcoming advance in cost of glass, how soon the advance may take place was not stated, but it may happen quite shortly. At present glass is being disposed of in Montreal at prices below cost, even should there be no advance. Putty which advanced last week is still in exceedingly firm market, and there will probably be further advances in putty unless the situation affecting linseed oil and the importation of whiting is most unexpectedly and most thoroughly altered for the better within a few days, which seems a most unlikely eventuality. Putty by the last advance was quoted at $3.10 per hundred pounds for bulk in barrels, taken in five-ton lots. In irons, putty is $3.55 per hundred pounds, in bladders; in barrels, $3.80 per 100 pounds, and in kegs holding 100 pounds, $3.90 per hundred pounds.

Shellac Shortage Keeps Market Firm

SHELLAC.—There is great firmness in the market for shellac owing to shortage, and the effect of the embargo placed by the British Government on exports from India. Prices quoted in Montreal by a firm fairly well placed as regards stocks and expected supplies were $2.65 per gallon for orange, and $2.90 per gal. for white. The spirit has been advancing in price seriously of late also. Other quotations for shellac in Montreal are

Whether he be the experienced, discriminating master-painter, or the householder who comes to you for advice on his first painting job—

You are doing what is right, advising for the good of the customer and for your own profit when you recommend

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

The modern painter knows that the formula for B-H "English" Paint is scientifically correct—that it is, from all standpoints—protection, endurance, appearance, economy—the proper paint to use.

He has used it on many a job, and it has helped to make his reputation as a painter.

The householder expects **you** to be his guide in making a selection. If you sell him B-H "English" Paint you are assured of a satisfied customer.

Sell the Paint of no Complaint.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

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$3 per gallon for orange, and $3.25 for white. It is undoubtedly a firm market, and none too plentifully supplied.

Prices on Paris Green Announced

PARIS GREEN.—Prices on Paris green have arrived with the first stirrings of spring in the air, and demand for this product used so extensively in the country is setting in strongly. The quotations for Munro's are: 300-lb. kegs, 43¾c; 50 and 100-lb. drums, 44¾c; 25-lb. drums, 45c; 1-lb. papers, 47c; 1-lb. tins, 48c; ½-lb. papers, 49c; ½-lb. tins, 50c. There is a ¼c advance on these prices for Toronto, Hamilton, and London.

TORONTO

TORONTO, Feb. 23.—New prices on Paris green have been announced locally during the week and quotations are in the neighborhood of 4¼c per pound higher than the opening price of last year. White lead in oil is in firm market due to the great strength in pig lead and the high prices prevailing for linseed oil. Some jobbers have not been shipping very much on their mixed paint orders for spring owing to the acute railway situation. Reports from some of the manufacturers continue satisfactory as to the way bookings are being made for spring trade.

More Linseed Oil Dealers in Market

LINSEED OIL.—Some dealers in linseed oil who have been out of the market for some time past came back during the week with quotations. In one instance where the quotation is lower than those recorded last week the concern makes it clear that they will sell only in single barrel lots and that to their customers. The price in this instance was $1.35 per gallon for raw and $1.37½ for boiled. Another dealer who has been out of the market for some time came back and quoted raw at $1.39 and boiled at $1.42. The market price that prevailed more generally, however, was $1.40 for raw and $1.43 for boiled in one to two barrel lots. The situation with respect to getting seed from the Canadian West has improved but little during the week. Some of the crushers have the seed already loaded from the elevators but when they will be able to get it moved is another question. If prompt shipment were made and delivery secured by the crushers in the East it would take at least six weeks before this oil could be placed into consumptive channels. Inspections of cars of flaxseed at Winnipeg during the week were heavier than last week by ten cars. For the week ending with Wednesday, 78 cars passed inspection as against 68 cars for the same period preceding. Flaxseed showed a slight firmness in price during the week, the cash product being quoted at $2.50 per bushel at Winnipeg on Wednesday of last week while on the same day during the present week it closed of $2.53¼. Demand for linseed oil has been comparatively light during the week. The determining factor in the market continues to be the freight situation. When relief from that quarter remains to be seen.

	Raw, Per gal.	Boiled. Per gal.
1 to 2 bbls.	$1.35—$1.40	$1.37½—$1.43
3 to 5 bbls.	— 1.39	— 1.42
6 to 9 bbls.	— 1.37	— 1.40

Turpentine Easier, But No Decline As Yet

TURPENTINE.—There has been an easier feeling in turpentine during the week as a result of the situation in the primary market, where the market was dull and quoted ½c per wine gallon lower than at the same time last week. There is not a heavy demand for this commodity at the present time. Some dealers anticipating there may be trouble in getting further supplies forward owing to the railway situation have decided to conserve their stocks and will sell only in single barrel lots to their customers. There is a weakness in the local market which to some dealers indicates that lower prices would not be improbable in the near future. Quotations remains the same as last week.

	Per Imp. gallon.
1 barrel lots	$0.75-0.81
2 to 4 barrels	0.74-0.80
5-gallon lots	0.80-0.88

White Lead in Oil In Increasing Firmness

WHITE LEAD IN OIL.—Following the advance of 50c per hundred pounds in white lead in oil that was recorded last week there is increasing firmness in the market due to the situation in pig lead. In the New York market pig lead sold during the week as high as $11.50 per hundred pounds as compared with a quotation of $9.25 to $9.75 at the time of writing the previous week and with $8.50 two weeks ago. There is a strong position in the pig lead with very little offered. Quotations during the week in the New York market ranged from $10 to $10.62½. In the local market pig lead was quoted at $12.25 per hundred pounds With the high price of linseed oil and the difficulty crushers are experiencing in getting seed all things have operated to put still greater firmness in the market. Higher prices for white lead in oil would not come as a surprise. Prices remained unchanged during the week at $15.30 per hundred pounds in small lots and $15 in ton lots.

Paris Green Prices Have Been Announced

PARIS GREEN. — New prices have been announced on Paris Green during the past which which are in the neighborhood of 4¼c higher than the opening prices of last year. Former prices have been withdrawn for some time and the announcement of prices have been awaited for some weeks. As the season for the use of Paris Green approaches there is renewed interest in the commodity. Following are the prices on two of the well-known brands:

	Canada Paint Per 100 lbs.	Berger's Per 100 lbs.
600 barrels	$43 75	$44 50
250-lb. kegs	44 00	44 75
100-lb. drums	45 00	45 75
50-lb. drums	45 00	45 75
25-lb. drums	45 25	46 00
1-lb. papers	47 25	48 00
½-lb. papers	49 25	50 00
1-lb. tins	48 25	49 00

Last season the 1-lb. papers opened at $43 per hundred pounds, while this year the opening price is $47.25. Other styles of packages show approximately the same differential over last year.

Mixed Paints Reflect Firmness in Oil Market

MIXED PAINT.—With the firmness in the linseed oil market and high prices prevailing, together with higher prices for white lead and a tendency to still higher, paint men incline to the opinion that higher prices for mixed paints will come if the present situation continues long or grows more acute. Dealers for the most part report trade in mixed paints continuing satisfactory. They anticipate the demand will run more to mixed paints in view of the high prices prevailing for linseed oil and white lead in oil.

Glass and Putty Both in Firm Market

GLASS AND PUTTY. — Prices for glass locally have held at the quotations of recent weeks of 15 per cent. discount off list. Dealers are firm in their assertion that they can see nothing but higher prices in view of the situation with manufacturers in the United States. Higher prices in that quarter have not been announced generally by all the manufacturers, but it is understood one of the large manufacturers has announced that their prices will be sixteen per cent. higher. Prices of most of the manufacturers are still withdrawn. Putty is also in firm market due to the scarcity of whiting and linseed oil. Prices held during the week at the advance of 20c per hundred announced last week. Bulk putty in casks is quoted at 3.40 per hundred pounds in less than ton lots.

SIGN OF QUALITY

OTTAWA PAINT WORKS LIMITED
PAINTS
O.P.W.
VARNISHES
TORONTO OTTAWA VANCOUVER

HIGHEST QUALITY
MADE IN CANADA

Our Four Leaders

Canada Brand Pure Paints
(Quality Guaranteed)

Canada Brand Floor Paints
(Surpassed by none)

Jas-per-Lac Specialties
The Present-Future Finish

Jas-per-ite Varnish
The Present-Future Varnish

Manufactured only by

Ottawa Paint Works
Limited
Ottawa, Canada

Toronto Branch:
153 DUCHESS STREET, TORONTO

Why it pays to feature Berry Brothers' brands

Consumers are getting more and more varnish wise. The price per gallon is no longer such a deciding factor as it was. Ultimate economy in varnish buying is known to be determined by quality, adaptability and uniformity.

For over half a century these features have been recognized in all Berry Brothers' products by discriminating buyers.

Write for our price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONT.

(455)

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok-or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.25; 22 long smokeless, $7.50; 22 long rifle smokeless, $8.75 per M.

Sporting Cartridges — Centre Fire Smokeless—303 Winchester, $32.75 per M.; 302 Savage, $72.25; 302 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12.00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:
Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz......	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz..........		10 00
No. 3, doz.........		10 80
No. 4, doz.........		11 60
No. 5, doz.........		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 20, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.35-$1.45
Cut Lace Leather, lb..$1.50-$1.65

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 20%.
Carriage Bolts ($1), list, 7-16 in., 5%.
Machine Bolts, ⅜ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3) list, 10%.
Whiffletree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.......	5 50
3 sections, 5 ft., doz........	6 80
3 sections, 6 ft., doz........	8 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in.......	7 00
No. 2—18 in.x28 in.......	7 60
No. 3—20 in.x30 in.......	8 00

BOARDS (Ironing)

Size 12x60 ins., doz........	8 00
Size 14x60 ins...............	9 00
Folding, 14x58 ins., doz...	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)..		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814..........	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.
Chicago Spring Butts—
Chicago Spring Hinges, 10%.
Triplex Spring Hinges, 40%.
Chicago Mortise Floor (5000) 40%
Chicago Relax Floor (6000), 45, 7½%.
Chicago Premier (4000), 25%.
Chicago Ajax (3000), 25%.
Chicago Fire Station, List.
Lavatory Door Hinges, 20, 10, 7½%.
Chicago Screen Door (2000), 50%.
Chicago Screen Door (3000), 25, 5%.
Non-Hold Back Screen Door Steel, 40, 20%.
F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—⅛ in., $14.70 per 100 lbs.; 3-16 in., $10.20; ¼ in., $7.80; 5-16 in., $6.90; ⅜ in., $6; 7-16 in., $7.65; ½ in., $7.45; ⅝ in., $7.25; ¾ in., $7.15; ⅞ in., $7; 1 in., $6.85.

B.B.B. chain is priced as follows: ¼ in., $13; 5-16 in., $11.10; ⅜ in., $10.30; 7-16 in., $10.05; ½ in., $9.85; ⅝ in., $9.65; ¾ in., $9.50; ⅞ in., $9.35; 1 in., $9.20.

Fire Welded—7-16 in., $6; ½ in., $6; ⅝ in., $6; ¾ in., $6.

B.B.B. Crane Chain—¼ in., $9 per 100 lbs.; 5-16 in., $8; ⅜ in., $7.20; 7-16 in., $7.20; ½ in., $7.20; ⅝ in., $7.20; ¾ in., $7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock

CHOPPERS, FOOD

Universal (doz.)—		London
No. 0	$14 40	$13 80
1	17 40	16 80
2	20 40	19 80
3	25 80	24 60

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths..	$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths...	5.15
19, 6-strand, 100-ft. lengths..	4.35
19, 6-strand, 50-ft. lengths..	4.60

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	52 50	53 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, list, plus 10%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets..	7 00	7 90
All bright, 52 sheets.	7 75	8 15

Galvanized

	Apollo	Crown	Gorbals
18x24x52 .	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$22 00
IX, 20x28 base	26 00
IXX, 20x28 base	30 00
IXXX, 20x28 base	34 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	9 00
IX, 20x28 base, 56 sheets..	10 00
IXX, 20x28 base, 56 sheets	12 00
IXXX, 20x28 base, 56 sheets	14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $16.50; 216 lbs., $17.50.

COKES, BRIGHT

Bessemer Steel—

41x20 I.C. base	9 50
20x28 I.C., double box.....	19 00

CLOCKS

Big Ben	2 40

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

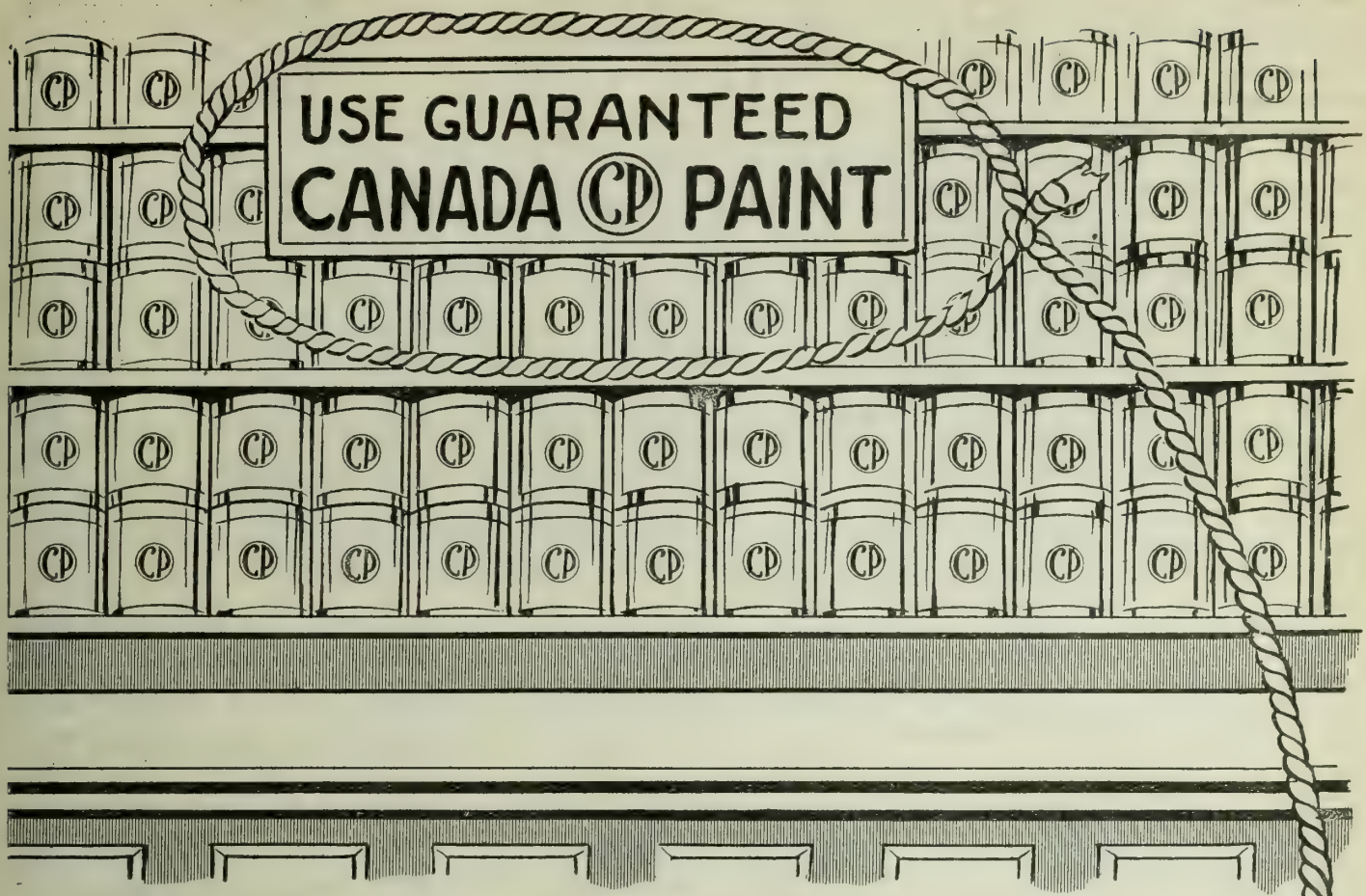
See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle....	60
Disston Brand	50
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.



Tie Your Paint Stock to Our Big Advertising Campaign

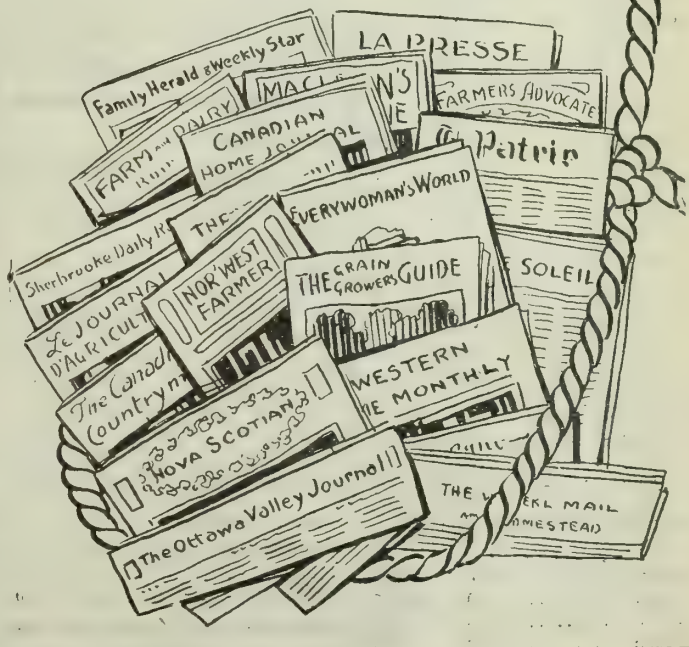
A stock of Canada Paint Products on your shelves will enable you to obtain the full benefits of our big Consumer Advertising Campaign for this Spring, which blankets Canada from coast to coast.

Our products will be brought to the attention of every user of paint and varnish, not once, but several times during the next three or four months.

This advertising will increase the volume of sales for "C.P. Full Line Agents" and it will help them to obtain a large part of the Paint and Varnish trade in their districts.

The C.P. trade-mark marks the livest, fastest selling line of finishes in Canada. The quality and satisfaction in the first order makes each customer a permanent C.P. user, the second order is a demand for "more of the same."

If you want to know about the proposition that is making record profits for Canada Paint Agents, ask us to give you full particulars.



The Canada Paint Company, Limited
572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs.	2 45
Mounted No. 115, each	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $18; 9-16 in., $27.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	8 05
Atlas, No. 2	8 50
Stearns, 4 in.	6 70
Stearns, 5 in.	9 25
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety banegrs, doz.	7 00
Steel track, 1¼ in.	6 75-7 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 35
Perfection No. 130, N.P., ea.	3 75
Perfection No. 125, Jap., ea.	3 25

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 00
Over 14 in., per 100 lbs.	6 50
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.90; No. 1 and smaller, $5.15; show pattern, No. 2 and larger, $5.15; No. 1 and smaller, $5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $5.35; No. 1 and smaller, $5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.75; special countersunk steel, all sizes, 0-4, $7.25; toe weight steel shoes, all sizes, No. 1 to 4, $7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $2; No. 2 and larger, $1.90; "Sharp" No. 2 and larger, $2.10; "Sharp" No. 1 and smaller, $2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 40	4 00
Refined bar steel	....	4 25
Refined iron, per 100 lbs.	3 65	4 40
Angles ....base	....	4 75
Horseshoe iron, per 100 lbs.	3 65	4 25
Norway iron	10 25	7 50
Mild steel	4 30	4 25
Band steel	4 30	4 50
Sleigh shoe steel	4 30	4 50
Tire steel	4 50	4 45
Toe calk steel	5 20	6 00
Mining tool steel, per lb.	0 13½	0 15
Sheet cast steel, lb	....	0 25
Spring steel	6 00	6 00

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 15
Mrs. Potts, No. 50, nickel-plated, per set	1 30
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	19c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-8 ft.	26c ft.
B.T. Iron Bound, 16 ft.	41c ft.
B.T. Iron Bound, 18 and 20 ft.	50c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.		8 50
Jumbo, doz.		10 00
Jap'd Dash, doz.		11 25
Search Dash, doz.		11 75
Searchlight, No. 20, doz.		19 50
All brass		24 75
Little Bobs	1 75	2 35
Copper, well japanned, doz.		14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast	....	0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 55
Steel Thumb, No. 3, per doz.	2 10
Steel Thumb, No. 4, per doz.	3 70
Barn Door, No. 5, per doz.	2 10
Barn Door, No. 9, per doz.	3 20

LEAD

Pig, see weekly report.	Mont'l	Tor'to Lb.
Lead wool	0 15	0 15
Sheets, 3½ lbs. sq. ft.	0 14	0 15¾
Sheets, 4-6 lbs. sq. ft.	0 14	0 15¼

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	131 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch,	$1	3 inch	10c
1⅛ inch,	$1	3¼ inch	10c
1¼ inch.	65c	3½ inch.	10c
1½ inch.	40c	4 inch.	5c
1¾ inch.	40c	4½ inch.	5c
2 inch.	30c	5 inch.	base.
2¼ inch.	30c	5½ inch.	base.
2½ inch.	15c	6 inch.	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $5 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails — Montreal, $4.70 base; Toronto, $4.75 base; London, $4.75. No equalization of freights.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Once A User of RAMSAY'S WAX Always A User

RAMSAYS

RAMSAYS

Decrease overhead expenses with the profits received from increased sales.

THE RIGHT WAX TO WAX RIGHT

Put up in sizes to suit all Requirements from the Smallest User to the Largest. ¼ lb., ½ lb., 1 lb., 2 lb., 4 lb. tins.

A. RAMSAY & SON CO., MONTREAL

TORONTO **Established 1842** **VANCOUVER**

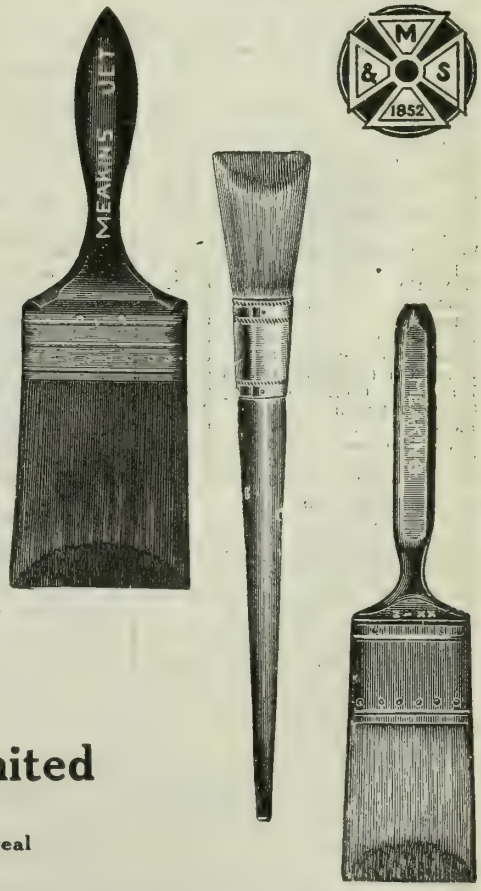
You'll find no slackers in Meakins Brushes

Meakins Brushes are quick to catch the sales.

They have the quality that **attracts**—the price that **appeals,** and the flexibility that **assures** easy manipulation.

There is a fullness to the value of "Meakins" brushes that brings a ready decision in the sale.

Order a supply through your jobber — make our catalogue a convenience for serving your customers' requirements.



MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

C Brand.

Size. C Brand.	Per box of 25 lbs.
No. 3	$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	3 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, $7.70.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch	$1.80	48 inch	$ 6.20
18 inch	2.65	60 inch	7.70
24 inch	3.40	72 inch	9.20
30 inch	4.00	84 inch	10.50
36 inch	4.75	96 inch	12.00
42 inch	5.50		

1½ inch mesh and 19 ga. wire.

12 inch	$3.50	42 inch	$10.50
18 inch	5.00	48 inch	12.00
24 inch	6.30	60 inch	15.00
30 inch	7.75	72 inch	18.00
36 inch	9.00		

1 inch mesh and 20 ga. wire.

12 inch	$ 4.00	42 inch	$12.00
18 inch	5.50	48 inch	14 00
24 inch	7.00	60 inch	17.00
30 inch	8.50	72 inch	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch	$10.50	36 inch	$15.00
30 inch	12.75		

(½ inch mesh and 22 ga. wire)

24 inch	$16.50	36 inch	$24.00
30 inch	20.10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	$20.75-$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	18 00
U.S. Navy (English)	16 50
Plumbers (spun)	$8.00-$8.50

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 13
Royalite	0 14	0 13
Palacine	0 17	0 16
Lampoline	0 15	0 14
Electroline	0 18	0 17
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12
Black Oil (Winter)	0 12½	0 12½
Cylinder Green	0 35	0 36½
Paraffine	0 24	0 19½
XXX Machine	0 25½	0 22
Fuel Oil, bbls.	0 13¼	0 12¼
Fuel oil, tank cars	0 11¾	0 10¾

OLD MATERIALS

Tea lead, 6¼c lb.

Lead, heavy, pipe, etc., 8¾c.

Brass, yellow, 17c; red, 21c.

Brass, light, 10½c lb.

Zinc, heavy, 9½c lb.

Copper, heavy, 28c lb.

Old cast iron, $16 per ton.

Stove plate, $14.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 8¾c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 6c; bicycle tires, 3½c.

PACKING Per lb.

Fine jute	0 12
Coarse jute	0 09½
Square braided hemp	0 28
No 1 Italian	0 36
No. 2 Italian	0 28

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	.62-.65
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 75
Surprise Fibre	0 67
Tarred Felt, per cwt.	3 35
Asbestos Sheeting, (per 100 lbs.)	$9.00-$12.00
Carpet Felt, 16 oz., per 100	$4.25-$4.50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Per 100 feet

Buttweld—	Black	Galvanized
⅛ in.	$ 4 50	$ 6 00
¼ in.	3 66	5 79
⅜ in.	3 66	5 79
½ in.	4 76	6 33
¾ in.	5 87	7 99
1 in.	8 67	11 82
1¼ in.	11 73	15 99
1½ in.	14 03	19 11
2 in.	18 87	25 72
2½ in.	29 84	40 66
3 in.	29 02	83 17
3½ in.	48 76	65 78
4 in.	57 77	77 94
Lapweld—		
2 in.	21 83	28 31
2½ in.	32 76	43 00
3 in.	42 84	56 23
3½ in.	53 36	70 38
4 in.	63 22	83 39
4½ in.	73 66	97 16
5 in.	85 84	113 20
6 in.	111 40	146 90
7 in.	147 60	191 60
8 in. L.	155 00	201 30
8 in.	178 60	231 80
9 in.	213 90	277 70
10 in. L.	198 40	257 60
10 in.	255 40	331 70

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 55%.

4" and under, running thread, 40%.

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 35% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	% 55	% 55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12 oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½ gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00
Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

PUMPS

Pumps	35%
Cistern Pumps	30%
Set Lengths	35%
Brass Lined Cylinders	25%
Brass Body Cylinders	20%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. **Coppered Rivets, net extras,** 3c per lb.

ROOFING Per square

Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	**1 55**
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	**0 24**
Coal Tar, bbl.	$4.50-$5

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis ......lb.	29½
British Manila basis	25
New Zealand hemp basis	25
Sisal basis	24

Above quotations are basis prices ⅝ and larger diameter. **The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.**

Single lath yarn basis	24	
Double lath yarn	24½	
Yacht marline, tarred	50	
White polished halyards	28	
Hemp, deep sea-line basis	40	
Hemp, tarred ratline basis	36	
Hemp, tarred bolt rope basis	38	
Marline and Houseline	38	
Jute rope basis	16-17½	
Italian rope basis	40	
Cotton, ⅛ lb.	0 42½	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 20%. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	..
Hexagon cap	..

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	9 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs
10 gauge	6 20	5.60-6.00
12 gauge	6 30	5.60-6.00
14 gauge	5 55	5 40
16 gauge	5 65	5 60
18-20 gauge	5 55	5 55
22-24 gauge	5 60	5 60
26 gauge	5 60	5 65
28 gauge	5 75	5 75

SHEETS, CORRUGATED

Per 100 sq. ft. Galvanized

28 ga.	$ 6 50	$ 6 50
26 ga.	7 00	7 00
24 ga.	9 50	10 00
22 ga.	11 50	12 00
20 ga.	13 20	14 00
18 ga.	16 50	18 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$ 8 30
U.S. 28	8 00
U.S. 26	7 70
22 and 24	7 55
18 and 20	7 40
14 and 16	7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 35
16 gauge	7 40	6 45
18-20 gauge	7 60	6 60
22-24 gauge	7 80	6 75
26 gauge	8 00	6 90
28 gauge	8 40	7 20
10¾ ozs.	8 85	7 50

Add 15c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 30	8 00	8 05
22-24	8 50	8 20	8 25
26	8 75	8 50	8 65
28	9 00	8 75	8 95

Less 25c in case lots.

SHINGLES Per square

Standard galvanized $7 00

Shipping weight, 90 lbs.

Standard painted 5 00

Shipping weight, 80 lbs.

Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Standard galvanized	$7 00

SKATES

	List
Boys' Hockey, polished	1 25
Scotia	3 25
Dreadnought	3 50
MicMac	5 00
Velox	6 50
Regal, 189	6 00

Discount 30%.

SOLDERING COPPERS.

Base, per lb., 63c cents.

There's Not a Single Weak Link!

Effecto Auto Finishes—a Strong Line all the Way Through

1. Every Auto Owner is a Prospect. Effecto is a material with which he can *refinish his car himself,* making it look like new in a short time and at a very small cost. *It's not a wax or a polish* — it's a durable, beautiful *enamel* made in black and colors, — including also the fast-selling Top and Seat Dressing.

2. Effecto is Nationally Advertised. The same liberal aggressive policy of advertising that has made "61" Floor Varnish and Vitralite Enamel familiar is being pursued in developing this new line. The Effecto Campaign this Spring will be entirely independent of our other publicity.

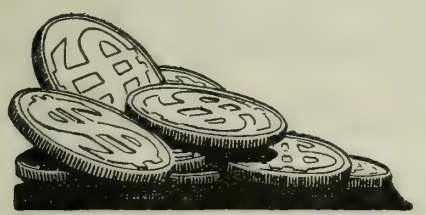
3. Competes with Nothing Else You Sell. The Effecto line is not an improvement on, nor a substitute for some article that has always brought you a good profit in the past. Money spent in your store for Effecto would otherwise *not have been spent there at all.* It is *new* profit.

4. Brings You the Auto Trade. These are the successful people — the kind whose other business is of real value to you. They own homes, factories and other buildings. Their annual purchases of your goods are enormous — and once inside your store, they'll come again.

5. Only a Small Investment Needed. The special One-Case Assortment -a full line of Effecto, lots of live publicity. Inquire about it today!

Effecto AUTO FINISHES

Grab this Effecto Proposition, Mr. Dealer! Let it swing you over among the other successful Effecto Dealers.



SAFE and SURE PROFITS

Get Your Share

of the great and growing sales from which P&L Dealers everywhere are getting Big Profits. Write for the Pratt & Lambert Dealer Proposition — and do it today — NOW!

PRATT & LAMBERT-INC.

Varnish Makers 68 Years

24 Courtwright St., Bridgeburg, Ontario

Factories
Bridgeburg, Ontario

New York · Buffalo · Chicago
London · Paris · Hamburg

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30%	....	20 and 5
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	25 and 5		25 and 5

Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43 ..... 25 and 5

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....75c per dozen net
Half polished .....50c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES Per cwt.

Fence staples, bright, kegs 4 85
Fence staples, galv., in kegs 5 70
Fence hooks, galv..... 5 70

In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's

Bonheur .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac. doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea... 7 25
Ontario, 2-passenger, ea... 6 25
Baby, ea. 4 00
"Quebec," 4-passenger, ea.. 7 25
"Quebec," 2-passenger, ea.. 6 25

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe findings list adopted December 21, 1916.—Net list.
List of Capped Goods adopted Jan. 1, 1916....70-10%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

G. G. Square bead and half round

Size la girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 35%.

TRAPS (GAME) %

Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS

No. 0, per daz.	12 10
No. 1, per doz.	10 45
No. 2, per doz.	8 80
No. 3, per doz.	7 70

VALVES %

Ground work 45-47
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath Cocks
Standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam Cocks
Standard 53
High grade 50
Radiator valves, standard... 20
High grade 30
Patent quick opening valves 60

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

	London
Sectional, 1 lb., per 100 lbs. $2 50	$ 4 00
Sectional, ½ lb., per 100 lbs. 2 50	4 25
Solid, 3 to 30 lbs., per cwt. 2 00	3 50

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz... 41 75
Garden, steel wheel, doz... 53 00
Light garden, each 37 25

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. ..... 70 %
Brass Screw Hooks ..... 70 %
Brass Gate Hooks and Eyes ..... 70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $5.25; No. 10, $5.30; No. 11, $5.40; No. 12, $5.50; No. 13, $5.60; No. 13¼, $5.60; No. 14, $5.75; No. 15, $6.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.20; No. 19, $6.70.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22 $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Toronto	London
Barb	$5 00	$4 50
No. 9 pl. galv.	4 25	4 25
No. 12 pl. galv.	4 40	4 40
No. 13 pl. galv.	4 50	4 50
No. 9 coil sp.	4 25	4 30
No. 12 coil sp.	4 50	....
No. 10 O. & A.	5 16	5 16
No. 11 O. & A.	5 22	5 22
No. 12, O. & A.	5 30	5 30

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list, 45 & 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Stillton & Trimo— List price ea.	
6 in.	$ 2 00
8 in.	2 25
10 in.	2 50
14 in.	2 50
18 in.	5 00
24 in.	7 25
36 in.	13 50
48 in.	20 00

Discount off above list, 50, 5%. Discount on parts, 50, 5% off list; Coes, 10% off list; Regular, 65% off list.

WRINGERS—MOP.

White, No. 1, each..... 1 50

We sell this paint FOR you!

The big, wide, persistent advertising propaganda behind

LOWE BROS.' High Standard Paints

must be seen to be appreciated. And there's no doubt of your appreciation once you do see it.

There are three basic principles in our business: 1st, the best Paint that skill and experience can make; 2nd, the best advertising that brains can produce; 3rd, the most complete co-operation with our dealers that good-will can devise. That is why Lowe Brothers' agents are so successful.

Ask us to put our proposition before you NOW.

Lowe Brothers LIMITED TORONTO

Lyon Paint & Glass Co.
Limited
Winnipeg, Man.

The Best Share For Every Plow

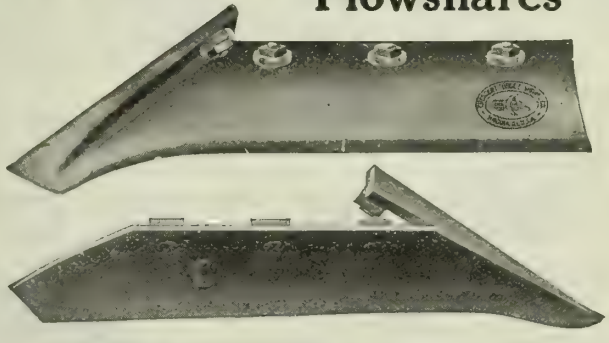
CRESCENT FORGE & SHOVEL CO. — TRUE FIT TRADE MARK — HAVANA, ILL. U.S.A.

Fits Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge

Made in Over 600 Patterns.

CRESCENT Plowshares



Crescent Forge & Shovel Co.

Havana, Illinois, U.S.A.

Crescent Plowshares are sold in Canada by
D. ACKLAND & SON, LIMITED, Winnipeg, Man.

Ask Ackland's for the Latest Lists— Write

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $7.40 per 100 lbs.; 5 lb. packages, $7.20 per 100 lbs.; white, 2½ lbs., $6.80 per 100 lbs.; 5 lbs., $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$1 35
Weighted, 20 lbs., doz..... 1 60

COATING

Cement Coating $2 55 2 75

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5-12c
Burnt Umber, 100 lbs..... 5-12c
Raw Sienne, 100 lb. kegs.. 5-12c
Burnt Sienna, 100 lb. kegs 5-12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30-35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15-22
French permanent green, pure 0 22
Signwriters' black, pure.. 0 24
Marine black, 25-lb. lrons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal ....
English common sheet 30-35
English prima 0 38
White pigsfoot 0 38
Cake bone, 112-lb. bags... 0 30
Hide, 112-lb. bags 35-38
Gelatine, 112 lb. bags....45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Toronto, London and Hamilton:—Single or Double Thick—15% off above; 50 cases or over, open cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10 and 5%; 35 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$14 80	$15 00
Crown Diamond	14 80	15 00
Green Seal	14 80	15 00
Tiger Pure	14 80	15 00
Ramsay's Pure	14 80	15 00
Moores Pure	14 80	15 00
O.P.W. Dec. Pure..	14 80	15 00
Red Seal	14 80	15 00
Decorator's Pure	14 80	15 00
O.P.W. English	14 75	15 25
Elephant Genuine..	14 75	15 25

B.B. Genuine Lead, less than tons, $16.20 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 500-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins	$31 50	$22 75
2-lb. tins	....	21 75
5-lb. tins	29 50	17 50
10-lb. tins	28 50	....
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks	....	15 00
600-lb. casks	....	14 75

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.60. White in lb. pkgs., per 100 lbs., $6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white	$3 05
B.H. English, colors	2 80
Crown Diamond, white	2 80
Crown Diamond, colors	2 55
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint	1 95
Moore's Sani-Flat	2 10
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white ..	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white ..	3 05
Sherwin-Williams, colors ..	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white ...	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65

Per 100 lbs.

PARIS GREEN	Muniro's	C.P. Co.	Bergers
600-lb. bbls...	....	43 75	44 50
250-lb. kegs..	43 75	44 00	44 75
100-lb. drums.	44 75	45 00	45 75
50-lb. drums..	44 75	45 00	45 75
25-lb. drums..	45 00	45 25	46 00
1-lb. 100s, pks	47 00	47 25	48 00
½-lb. 100s....	49 00	49 25	50 00
1-lb. 100s, tins	48 00	48 25	49 00

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2 35 $2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
See weekly report.		
Bulk, in casks	3 10	3 40
Bulk, 100-lb. drums	3 55	3 85
Bulk, 25-lb. drums	3 65	3 95
Bulk, 12½ lb. irons....		4 20
Bladders, in bbls...	3 80	4 10

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.90 to $3.25.
Pure Orange, gal., $2.80 to $3.

Gum, 50-53c lb.; finest orange, 57-58c lb.; finest white, 65-69c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....

VARNISHES Per gal cans

Gold Medal .....$ 2 05
Maritime Spar 4 25
B.-H. Stovepipe Varnish, ½ pints, per gross..... 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor... 2 75
Jasperite Interior and Exterior 2 25
Jasperite Pale Hard Oil. 1 60
Jasperite Floor Finish... 2 25
Marble-ite Floor 2 54
Wood-var 2 54
Finest Interior 2 86
Durable Floor 2 40
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Kopal ....
Spar-Not 3 03
Kyanize Spar 4 50
Kyanize Cabinet Rubbing 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50

WATER PAINTS

Opalite, 300 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

Fancy 0 16
Lion 0 14½
Standard 0 13
Popular 0 11¾
Keen 0 10½

WASTE, WOOL PACKING

Arrow 25
Axle 20
Anvil 15
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41-48c
Johnsons 41-48c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. ... 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 20
Barrels 1 00-1 05
$4 extra for barrels.

There is no other varnish that will suit the requirements of your trade so well as

DOUGALL VARNISH

Your customers want Varnish that is easy to apply, has good covering power, looks well when applied, and will wear well.

No Varnish can give this service unless it is properly made from proper materials under correct formulas. Also it must be properly aged.

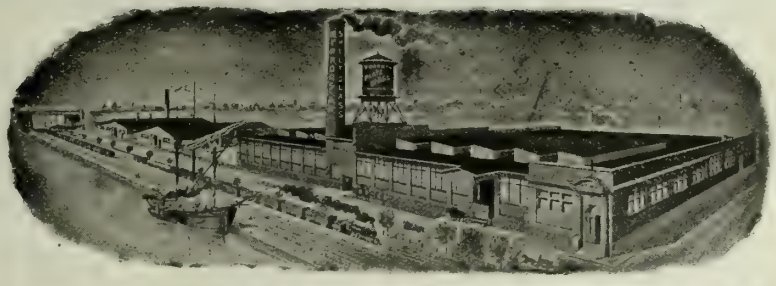
DOUGALL VARNISH IS AS NEARLY PERFECT IN EVERY RESPECT AS HUMAN SKILL AND QUALITY OF MATERIALS CAN MAKE IT.

Let us send you full particulars—No obligation

The Dougall Varnish Co., Limited

MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

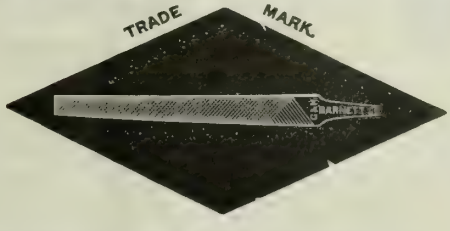
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 8 00	$13 00
Double Bit	13 50	15 50
Broad axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 15%; 7-16 and larger, net list; machine, ⅜ and under, 15%; 7-16 and over, 5%; machine set screws, 35%; plough bolts, 5%; nuts, small lots, 3c advance over list; case lots, 2c advance over list; stove bolts, 50%; shaft bolts, 5%; tire bolts, 30%; sleigh shoe bolts to ⅜, 5%; 7-16 and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8¾c; ⅜, 7¾c; tie out, 65%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 8½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 40 p.c.; Blacksmith, ½ in. round shank, 35 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	8 00	11 75
26 to 40	9 00	13 75
41 to 50	11 50	15 25
51 to 60	12 00	16 00
61 to 70	13 00	17 25

GLASS (Plate)

20% off.

GRINDSTONES

Per 100 lbs., $2.
Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.
Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.90; No. 2 and larger, $5.65; snowshoes, No. 0 to No. 1, $6.15; No. 2 and larger, $5.90; steel, No. 0 to 1, $6.35; No. 2 and larger, $6.10; featherweight, $7.50.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	8 75	8 75
28 Am. or 26 Eng.	8 45	8 45
26 Am. or 26 spec.	8 15	8 15
24	8 00	8 00
22	8 00	8 00
18 and 20	7 85	7 85
16 Am.	7 70	7 70

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Potts No. 50 set	1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $5.10.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 3c advance over list; case lots, 2c advance over list; Hexagon, small lots 3c advance over list; case lots, 2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher 37c; "B" Castor machine oil, 21½c; Buffalo Engine gasoline, 33½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 33c; Family Safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer Black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 16½c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 41	$ 6 84
⅜ inch	4 50	6 93
½ inch	5 85	7 65
¾ inch	7 20	9 67
1 inch	10 71	14 31
1¼ inch	14 50	19 35
1½ inch	17 33	23 13
2 inch	23 30	31 14
2½ inch	36 90	49 28
3 inch	48 24	64 35
3½ inch	60 17	....
4 inch	71 28	....
4½ inch	89 10	...
5 inch	103 50	....
6 inch	134 55	....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $7.25; full polished, $8.25; 18 x 24, half polished, $7.25; full polished, $8.25; 20 x 28, half polished, $7.50; full polished, $8.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	4 00
25-lb. irons, per cwt.	4 30
1½-lb. tins	0 07½

RIVETS AND BURRS

Iron rivets, 20 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 24c base; pure Manila, 30c base; British Manila, 25c base; lath yarn, 24c base; African hemp, 25c base; cotton rope, rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 10 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	6 75
12 gauge	6 75
14 gauge	6 50
16 gauge	6 50
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H. Sqr. Pt., $10.10 per doz.: D.H. Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No 4, $10.65 doz.; No. 6, $11.40; No. 8, $12.10; No. 10, $12.80; Moose and Jones Scoops, No. 4, $11.85 No. 6, $12.50; No. 8, $13.15; No. 10, $13.85 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east, octagon tool steel, 12½c base; square tool, 13½c base; spring, $5; machine, $5 base; tire, $4.50. Mild, 3-16, ¼, 5-16, $6 base; other sizes, $4.50 base.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C.	$19 00
20 x 28 I.X.	20 50
20 x 33 I.C.	21 50
20 x 33 I.X.	23 50
Terne plates	19 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 5%+75c; full boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lots $15.55; less than ton lots, $16.20.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.30; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.45 Winnipeg; $6.05 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $5.70; 10, $5.75; 12, $5.90; 14, $6.05; 15, $6.20; 16, $6.35 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

BOILER TUBES

We have a large shipment of 3 and 3½-in. tubes just arrived, and can quote you attractive prices on your requirements. We carry from 2-inch to 4-inch tubes in stock for immediate shipment.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

PYRENE

The Universal
FIRE EXTINGUISHER

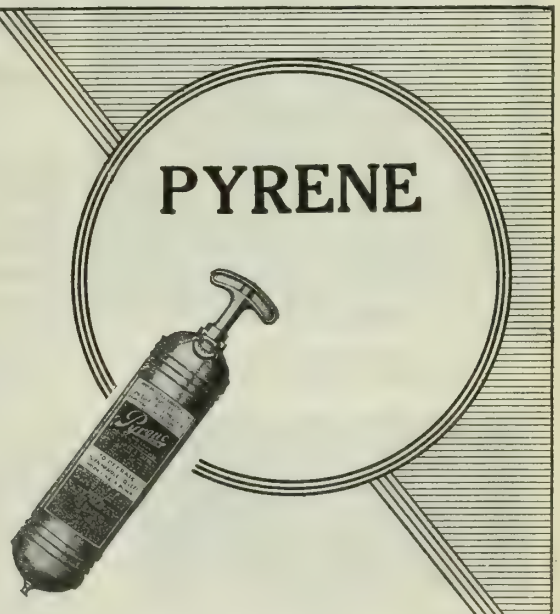
is always ready.

Never Deteriorates, Freezes or Corrodes.

Every Motorist Needs Pyrene

in his garage. It puts out all kinds of fire, gasoline or oil.

It is as effective on an arc of 100,000 volts as on burning shavings. It is a non-conductor, will not injure the finest fabrics, and will not freeze at 50 degrees below zero.



There is good profit for dealers handling Pyrene.

GREAT WEST ELECTRIC CO., LIMITED
Winnipeg, Manitoba

EVEREADY "UTILITES"

For Prompt Shipments Write to

SPIELMANN AGENCIES REG'D

READ BLDG. - MONTREAL

The Distributors with the Complete Stock

We specialize in prompt and efficient service.

SEND FOR CATALOGS.

PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.

Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.

Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.

WINNIPEG, MAN. HAMILTON, ONT.

It's NORCROSS Time

Farmers will be asking for NORCROSS Hoes and Weeders

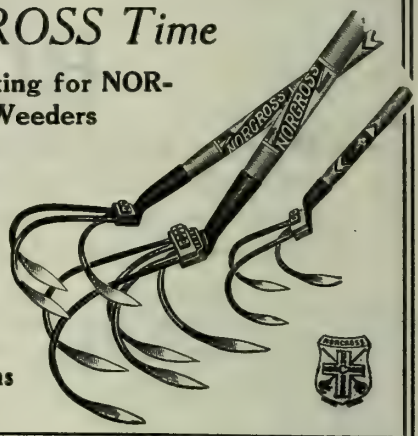
Norcross Hoes and Weeders are better than the ordinary —they cultivate closer without any injury to plants, leaving the soil loose, level and untrampled.

Sell Norcross Tools and reap a larger profit—they have the quality and give service that satisfies.

Drop a card for particulars.

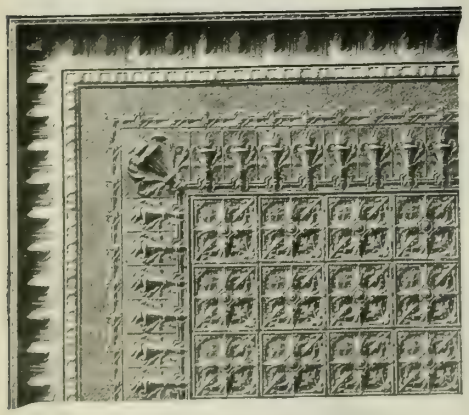
C. S. Norcross & Sons

Bushnell, Ill, U.S.A.



"CROWN" Sheet Metal Building Materials

Just What Builders and Householders Want



Design No. 701
"CROWN" Metal Ceilings

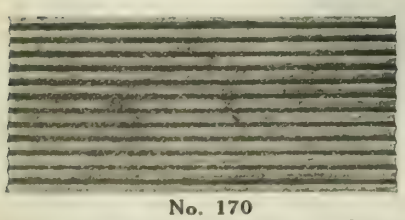
The Economy, Safety and Attractiveness of Crown Metal Ceilings and Side Walls makes them popular with the building trade and for general use.

"Crown" Products are desirable for use in residence, schools and public buildings. They are inexpensive and will bring householders and the building trade to your store.

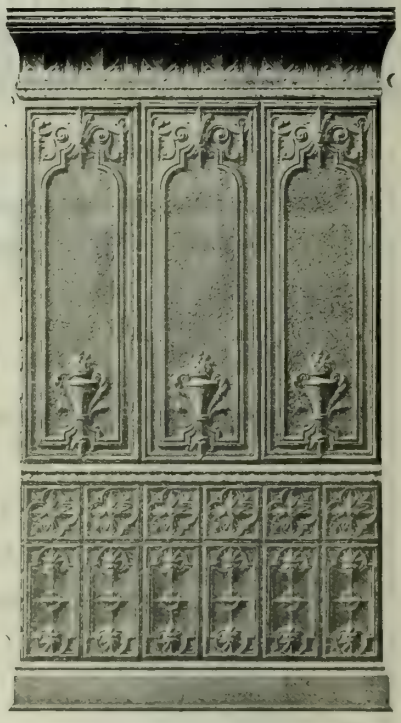
"CROWN" Sheet Metal Building Materials include:

Shingles
Sidings
Ceilings
Corrugated Iron
Plaster Bead
Zinc Ornaments
Cornices
Skylights
Ventilators
Fireproof Doors
" Windows
" Shutters
All-Steel Doors and Interior Trim
Kalamein Doors
Windows and Trim

Write us for full particulars of these profitable selling products.



No. 170
Corrugated Sheets. Painted or Galvanized



Design No. 654
"CROWN" Metal Side Walls

McFARLANE-DOUGLAS CO., Limited, OTTAWA, CANADA

Mention This Paper When Writing Advertisers

When Carter Went Into Flashlights

Ex-President Carter Tells How His First Fifty Dollar Order of Eveready Looked Like a Mountain, but Later Turned Out to be a Real Gold Mine of Profitable Business.

"DID we sell flashlights? Well, we think we did," said W. J. Carter at the O.R.H. and S.D.A. Convention at Hamilton this week when asked if he had any sale in Picton for flashlights.

Before we give Mr. Carter's statement we would mention here that the town of Picton is the county seat of Prince Edward and has a population of some 3,700—a wide-awake "Quinte" town with real live merchants, of whom Carter Brothers, the local hardware men, are among the leaders.

Mr. W. J. Carter, who this week vacated the presidential chair of the Ontario Retail Hardware and Stove Dealers' Association, is well known to the Canadian Hardware trade, and is credited with being right on his toes for anything that looks like a live proposition. He sizes everything up well before making the plunge, but when he plunges he usually comes out with a win.

W. J. CARTER, Picton.
Retiring President of the Ontario Retail Hardware and Stove Dealers' Association, which met this week in Hamilton.

Here is Mr. Carter's story of how he got into the selling of flashlights:

"In the Fall of 1915 we read an ad. which told of the safe and useful qualities of 'Eveready' flashlights. The ad. featured a fifty dollar assortment. We knew nothing about flashlights, as we had never handled anything of the kind before; however, the convincing arguments of the ad. set us thinking, and thinking good and hard. To buy or not to buy was the question. A fifty-dollar order of a line that we did not know looked like a mountain to us at that time; however, after discussing the matter two or three days, we decided, with fear and trembling, to make the plunge. Away went our order, and as quickly, back came the goods. Now to get rid of them and make some money.

"On their arrival, with plenty of vim and pep aboard as ammunition, we cleared the forward deck of our store for action. With the aid of one of the Special Window trims furnished by the 'Eveready' firm, we dressed our best window and also made a display in one of our silent salesmen, as well as displaying some lines outside in the vestibule of the store front, in full view of every passer-by. Then last, but not least, we used to the full the splendid newspaper copy furnished by the 'Eveready' people.

"Did we sell flashlights? Well! We think we did.

"Our Fall Fair, coming in the next week after the 'Eveready's' arrival, was a big help; for on the second day of the same week we wired in another fifty dollar order; two weeks later a salesman arrived, and he also carried away another order for fifty dollars' worth of flashlights to be delivered the first of December. Long before the specified time we had this shipment forwarded.

"On the 10th of December our disastrous fire occurred. The 'Eveready' people wired a message of sympathy, to which we replied by a wire asking them to ship $100.00 worth of 'Eveready's', assorted to suit our need. They arrived in time for the Christmas trade, and we fairly revelled in flashlight trade.

"That our sales have kept up ever since goes without saying, and the sale of batteries for cases already sold is something great. We might say that it was a fortunate day for us when we took up the agency for 'Eveready' flashlights."

And That Is Not All

The ex-president is not the only satisfied agent for "Evereadys." His experience has been the experience of hundreds of hardware dealers in Canada. The "Eveready" has flashed from coast to coast, is to-day flashing everywhere in the public and private life of the Dominion. It's the people's flashlight—hold a minute, that word "flashlight," the "Eveready" people claim that their product has outgrown the name and the latter part of last year they offered a prize of $3,000 for a suitable substitute.

The original plan of the better name contest was to present $3,000 on Christmas Day to the person submitting the winning word.

Never did a contest meet with such generous and enthusiastic response. Suggestions poured in at a tremendous rate until on the official date set for the close of the contest (Nov. 7th, 1916), over 530,000 suggestions had been received.

The company were obliged to ask for more time. On its settlement depends not only the fulfillment of an obligation to pay $3,000, but a decision on that name which is best suited to the product.

April 5th is the date now set for the award announcement. The announcement will be made through "Eveready" dealers, as well as through newspapers and magazines. The news must reach the greatest number of people with the least possible delay. *Announcement cards and streamers will be supplied to "Eveready" dealers.*

If the judges decide before April 5th, the announcement will not be held back. A half million people will not be kept waiting.

Who Gets That $3,000?

A Straight Talk from the Manager

No. 58

JUST one month from to-day you will receive your copy of HARDWARE AND METAL'S Annual Spring Number.

No effort is being spared to make this number the finest yet presented to the Canadian hardware trade.

The Editors have prepared an advance list of articles to appear in this issue, and there is going to be lots of good reading—practical as well as interesting—for hardware merchants in every section of the Dominion.

Is there any subject that you would like to have discussed in the Spring Number? If so, just drop a line to Mr. Davis, and he'll appreciate it.

Meantime, prepare a hearty welcome for this great issue. Read it over carefully, and then hang it up beside your desk, where you can reach it handily, day after day, in the Spring selling season.

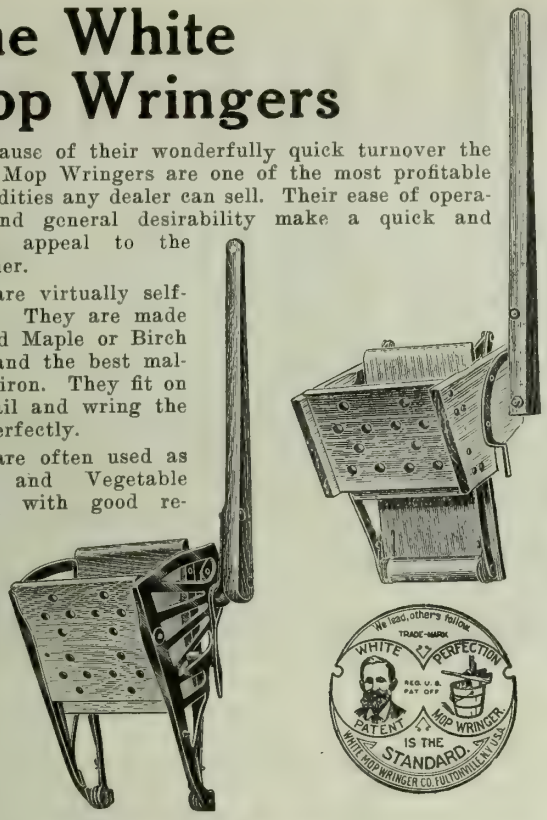
J. G. L.

The White Mop Wringers

Because of their wonderfully quick turnover the White Mop Wringers are one of the most profitable commodities any dealer can sell. Their ease of operation and general desirability make a quick and strong appeal to the consumer.

They are virtually self-sellers. They are made of hard Maple or Birch wood and the best malleable iron. They fit on any pail and wring the Mop perfectly.

They are often used as Fruit and Vegetable presses with good results.



White Mop Wringer Company
Fultonville, N.Y.

? ? ? *Ask us for*

Wrapping Papers
Twines
Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

TRADE SIMMS SET IN RUBBER MARK

ARE

BETTER BRUSHES

But do not get the impression that all "SET IN RUBBER" Brushes are

BETTER BRUSHES

The setting of brushes in rubber is a complicated and difficult process in which great care and skill, exercised by thoroughly trained mechanics of long experience at the work, are necessary to produce A MECHANICALLY SATISFACTORY BRUSH.

The words "SET IN RUBBER" mean nothing to you unless supplemented by this trade-mark

SIMMS SET IN RUBBER

which guarantees you

BETTER BRUSHES

Made by the most modern methods, in a thoroughly equipped, up-to-date factory, and sold at prices no higher than are charged for brushes only claimed to be "just as good" as

SIMMS

(SET IN RUBBER)

Why buy the other kind when

BETTER BRUSHES

cost no more?

T. S. SIMMS & CO., Limited
ST. JOHN, N.B.

If interested, tear out this page and keep with letters to be answered.

MACLEAN'S MAGAZINE *for* March

Sir Gilbert Parker
Robert W. Service
Stephen Leacock
Alan Sullivan
Agnes C. Laut
H. F. Gadsby
Erman J. Ridgeway
Madge MacBeth
L. M. Montgomery
Norman Lambert
Hopkins Moorhouse
H. M. Tandy
Robson Black
Adam Barnhart Brown
Arthur William Brown
Peter McArthur

BE thankful that Canada has a magazine of BIG calibre. A magazine fit to be placed alongside the best British and American magazines—by the test of those who contribute to it regularly and of ideals.

MACLEAN'S MAGAZINE carries world-famous names in its list of contributors—writers who have an open sesame to any magazine, yet writers that some magazines cannot get, because they fail to measure up to a standard set. Not every or any magazine can have the work of Sir Gilbert Parker, Miss Laut, Stephen Leacock, Arthur Stringer, Arthur E. McFarlane, L. M. Montgomery, Nellie McClung, Robert W. Service, Alan Sullivan, and others whose names are familiar to readers of MACLEAN'S MAGAZINE.

MACLEAN'S MAGAZINE is favored by these fine and high-priced writers because they are Canadian-born or bred and because they are genuinely interested in seeing the land of their birth or adoption have a magazine worthy of the land of their love and of their work and fame. *And they have found this magazine in MACLEAN'S.* MacLean's gives them access to the readership they desire to reach—the man and women of culture and position, of real love for Canada and in earnest to see its nationality enlarge and its destiny advanced.

And so we feel that we have a right to ask you to give MACLEAN'S MAGAZINE a first place in your favor. *It is truly Canadian,* doing a needed service for Canada, and doing this worthily. Doing all that it is doing at a heavy present cost, looking to the future for its larger reward.

You can show your appreciation of what the publishers of MACLEAN'S MAGAZINE are doing by making MACLEAN'S an elect magazine among all magazines enjoying your favor, and by making it better known to others who have your spirit—your sense of Canadian nationality, your purpose to advance Canada in all right and high ways.

At All News-Agents - Fifteen Cents -

Contents of MARCH MACLEAN'S
(CONDENSED)

Jordan is a Hard Road. Serial by Sir Gilbert Parker.

The Guile of Ulysses. By Peter McArthur.

Face Up. By Hopkins Moorhouse.

The Rabbit Revolution. By Adam Barnhart Brown, with illustrations by his brother, Arthur William Brown.

The Above are Stories

Ten Million for the Asking. By Stephen Leacock—a serious contribution on a phase of national finance.

National Policies—How they are formulated and exploited by Parties and Cabinets. By H. F. Gadsby.

Prospects for Peace and Peace's Problems. By Agnes C. Laut. A stirring and thought-provoking article by this wonderful woman writer with a statesman's mind.

The Above are Special Articles

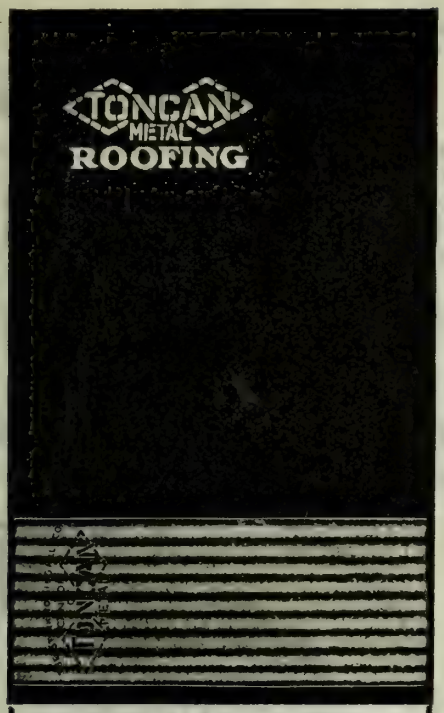
Mrs. Hayter Reed—the woman who is responsible for the decorative schemes of the big C.P.R. hotels. By Madge MacBeth.

H. C. Brewster—Premier of British Columbia. By Norman Lambert. A timely sketch of a man of interest to all Canadians.
These are brief biographies of interesting Canadians—a feature of every issue of MACLEAN'S MAGAZINE.

The Review of Reviews Department condenses for busy readers the cream of the best things appearing in the current magazines of the world. So MACLEAN'S becomes many magazines in one.

The Business Outlook and **Information for Investors** are two features of MACLEAN'S greatly liked and esteemed by many of its readers.

These are Department Features found in every issue



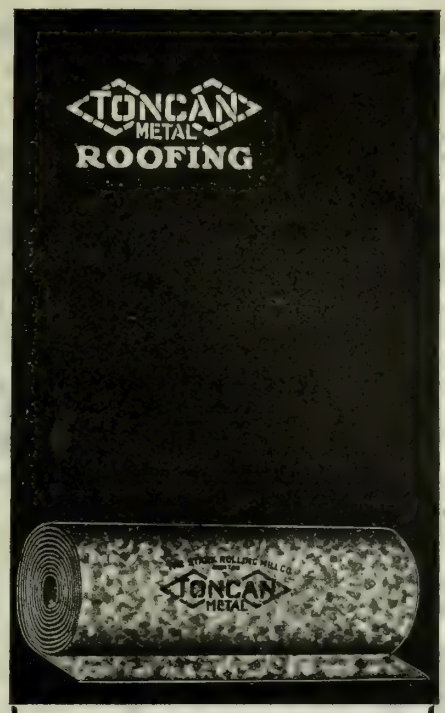
Toncan Metal Corrugated Roofing

Painted or Galvanized

WHERE durability, strength, fire-resistance, appearance and economy are necessary, Corrugated Toncan Metal Roofing will fulfill the requirements in every respect.

Under service conditions it will not burn, break, melt or warp, and it is corrosion-resisting. It is very easy and economical to apply. Only a light superstructure is needed. And its cost is very moderate.

Toncan Metal Corrugated Roofing is used extensively for factories, warehouses, railroad buildings and other similar structures. Corrugated Sheets also make a splendid siding.



Toncan Metal Roll Roofing

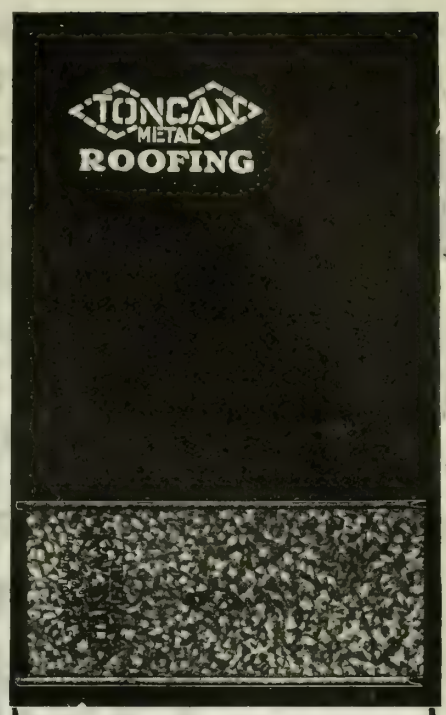
Painted or Galvanized

WHERE there is only a slight pitch to the roof, Toncan Metal Roll Roofing should be used.

It makes a weather-proof, fireproof and durable roof.

Toncan Metal is particularly adapted for this form of roofing, not only because of its corrosion-resisting properties, but also because of its ductility. The tinner when applying roll roofing must bend and seam it. Naturally, a material that will do this easily and without breaking is desirable. Toncan Metal bends and seams excellently.

Each roll will lay 100 square feet on the building.



Toncan Metal Standing Seam Roofing

Painted or Galvanized

HERE is a roofing suitable for practically any kind of a building having a sloping or pitch roof—schools, libraries, churches, factories, railroad buildings, warehouses, garages, farm buildings, etc.

The appearance of Toncan Metal Standing Seam Roofing conforms admirably with many of the modern styles of architecture.

It is corrosion-resisting, fireproof, weather-proof, nonbreakable, economical to apply and moderate in cost.

It is made in lengths from 5 to 12 feet inclusive, and in 20, 22, 24, 26, 27 and 28 gauges. Covering width of each sheet is 24 inches.

Write for a copy of "Corrosion—The Cause—The Effect—The Remedy"

The PEDLAR PEOPLE, LTD., OSHAWA, ONT., Canadian Distributors

The STARK ROLLING MILL CO., CANTON, OHIO, Sole Makers

TONCAN METAL

Resists Corrosion

If interested, tear out this page and keep with letters to be answered.

Many Housewives Want MENDETS

A PATENT PATCH

(Trade-Mark).

Economy and increasing costs are forcing the housewife to mend her leaky pots and pans.

"MENDETS" is easy, quick and permanent; it is the great mending patch for mending leaky vessels, rubber bags and tires without rivets or solder.

Bring new customers to your store by displaying "**MENDETS.**" Free Counter Display containers sent on request. Send for yours.

The following wholesale hardware merchants sell Mendets:

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta. Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C., Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal.

Collette Mfg. Company, Collingwood, Ont., Canada

MAKE YOUR DOLLARS

FIGHT

AT THE FRONT.

BUY

DOMINION OF CANADA

THREE-YEAR

WAR SAVINGS CERTIFICATES

$ 25.00	FOR	$21.50
50.00	"	43.00
100.00	"	86.00

INDIVIDUAL PURCHASES LIMITED TO $1500.

FOR FULL PARTICULARS APPLY AT ANY BANK OR ANY MONEY ORDER POST OFFICE

JAN. 9, 1917

FINANCE DEPARTMENT
OTTAWA

CANADA CEMENT COMPANY LIMITED
PORTLAND
CANADA
CEMENT
MONTREAL

SOON YOU WILL BE GETTING READY FOR SPRING. BUILDING WILL BE STARTLING - YOU SHOULD BE PREPARED TO BE IN LINE FOR YOUR SHARE OF THE BUSINESS BY STOCKING EARLY IN BUILDERS' SUPPLIES.

"Rock" Wall Board

for walls and ceilings, is a high quality material. It is not intended only for the man who wants something cheap—it is good for good work. Sold in sheets 48" wide by 6, 7, 8, 9, 10 and 12 ft. long.

"HAMMER BRAND" PLASTER OF PARIS—the best brand of plaster made.

IMMEDIATE SHIPMENT OF ALL THESE LINES FROM STOCK.

Walter Belyea

Successor to the Late

THOMAS BLACK

WINNIPEG

Mr. Merchant

See that your clerks and department heads read this paper regularly, it will increase their efficiency. Watch closely advertisements for new selling arguments, it will help increase sales. There is always room for the man who knows.

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

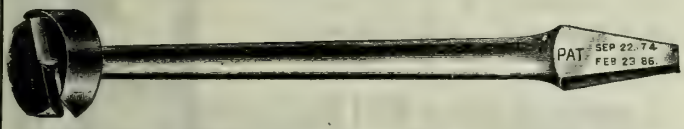
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

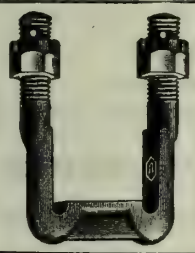
LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.



C. KLOEPFER, LIMITED

EDWARD HALLORAN, *General Manager*

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

If interested, tear out this page and keep with letters to be answered.

"DELTA" FILES

Put a Merry Jingle in Your Cash Register

Make your store a happy remembrance with the customer.

That's why it pays to sell "DELTA" FILES.

The good work they do and the long service they give are constant suggestions to the customer to purchase other needed articles at that store, where they serve those DELTA files.

Thus does the dealer create permanent good-will. Delta Quality does it.

Dealers find Delta Files a worthwhile line to handle. We co-operate with dealers to bring new customers to their stores.

Let us send you full particulars of our attractive agency proposition.

DELTA FILE WORKS
PHILADELPHIA, PA.
CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.
ALL LEADING JOBBERS

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba — Bissett & Webb, Ltd., Winnipeg.
British Columbia — McPherson & Teetzel, Vancouver.

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.
Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

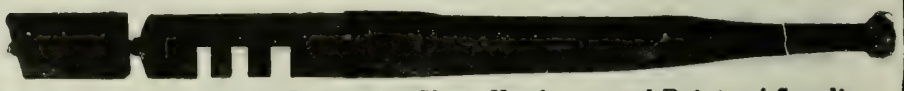
MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

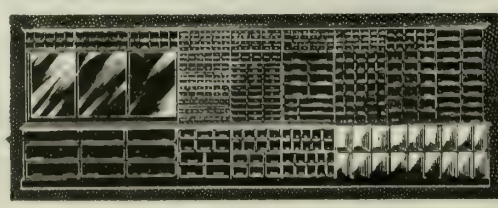
The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

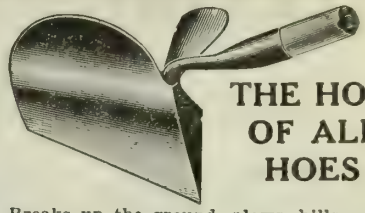


To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.
The quality of our goods is top-notch. Prices right.
CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

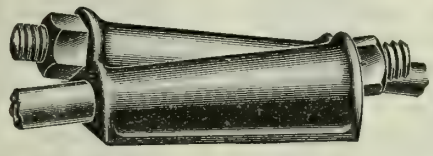


THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Eastern Canadian Distributors:
Louis A. Larson, Ottawa.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

Lugs for Bands
on silos, tanks, wood pipe lines, etc.

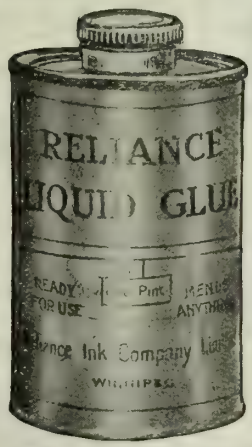


For round rods $\frac{3}{8}$ to $1\frac{1}{2}$ inches.
For flat bands 2 to 6 inches.
(A number of patterns)
Also Drive-Well points.
Fence Building Tools.

Otterville Mfg. Co., Ltd.
OTTERVILLE, ONT.

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS Limited
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.



Reliance
LIQUID GLUE
Always Ready
Extra Strong
Sold by Your Wholesaler
Reliance Ink Co., Limited, Winnipeg

IN the Spring thousands of farmers turn their halters into bridles by using our

BIT STRAP

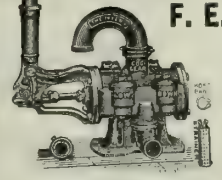
How many will you require?
$1.50 doz.
We can deliver by parcel post.
Postage paid if you remit with order.
G. L. Griffith & Son
STRATFORD, ONT.

MYERS TANK PUMPS
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.
J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.
Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out.

If interested, tear out this page and keep with letters to be answered.

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

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Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

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British Aluminium Co., Toronto.
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The Thos. Davidson Mfg. Co., Ltd., Montreal.
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British Aluminium Co., Toronto.
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Spielmann Agencies, Montreal.

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Asphalt Shingles
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Axles
D. Ackland & Son.
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J. E. Beauchamp & Co., Montreal.
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Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Bar Clamps
National Machinery & Supply Co., Ltd., Hamilton.

Bar Iron
D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Barn Door Hangers
Allith Mfg. Co., Chatham.
Canada Steel Goods Co., Hamilton.
R. Dillon & Sons, Oshawa.
Richards-Wilcox Co., Ltd., London, Ont.

Bath Room Fittings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain.
Steel Trough & Machine Co., Tweed, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.

Belting
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.

Bird Cages
Andrew B. Hendryx Co., New Haven.

Bits
D. Ackland & Son.

Bits, Auger
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Blacksmiths' Machinery
D. Ackland & Son.

Boilers, Hot Water
Pease Foundry Co., Toronto.

Bolts and Nuts
D. Ackland & Son.
Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Wks., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Braces
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

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Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brakes, Metal Working
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

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The Dennis Wire & Iron Works, London, Ont.
Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Landers, Frary & Clark, New Britain.

Brooms
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Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

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Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.

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Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New New Britain.
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Howland, H. S., Sons & Co., Toronto.
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Walter Belyea, Winnipeg.

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Belyea, Walter, Winnipeg, Can.

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Canada Steel Goods Co., Hamilton.
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Canada Steel Goods Co., Hamilton.
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Chicago Spring Butt Co., Chicago.

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Thos. Pink, Pembroke, Ont.

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Carriage Springs
D. Ackland & Son.

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Gipe-Hazard Store Service Co., Toronto.

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Landers, Frary & Clark, New Britain, Conn.

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Cattle and Trace Chains
McKinnon Chain Co., St. Catharines

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Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Cement, China
H. Nagle & Co., Montreal.

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Landers, Frary & Clark, New Britain, Conn.

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Cummer-Dowswell, Ltd., Hamilton.

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Cummer-Dowswell, Ltd., Hamilton.

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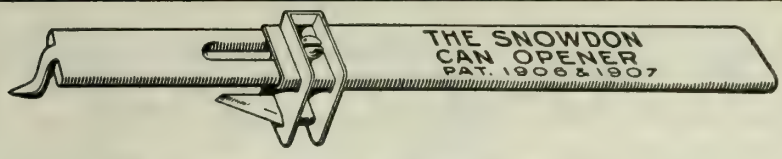

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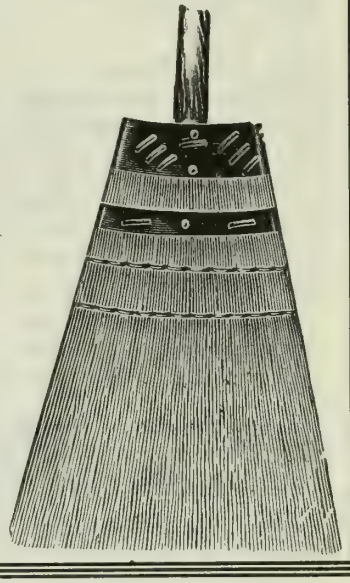

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Roofers Supply Co., Ltd., Toronto.
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Wheeler & Bain, Toronto.

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McKinnon Chain Co., St. Catharines.

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Cranes, Overhead Travelling
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Belyea, Walter, Winnipeg, Can.

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Renfrew Electric Co., Ltd., Renfrew.
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Emery Wheels
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John Oakey & Sons, Ltd., London, Eng.

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Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
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Pratt & Lambert, Bridgeburg, Ont.
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Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Spielmann Agencies, Montreal.

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Frost Steel & Wire Co., Ltd., Hamilton.
MacGregor-Banwell Fence Co., Walkerville, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

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Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal

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Walter Belyea, Winnipeg.

Fire Clay
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Richard Wilcox Can. Co., London.

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Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

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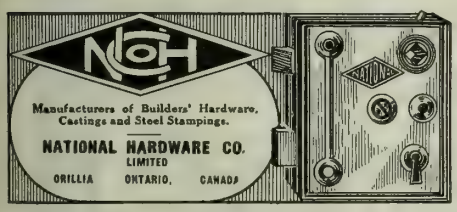

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Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co., Windsor, Ont.
Ross Rifle Co., Quebec.

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Henry Disston & Sons, Toronto.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Halters
Samuel Trees & Co., Ltd., Toronto.

Hammers
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

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Hooks, Moulding
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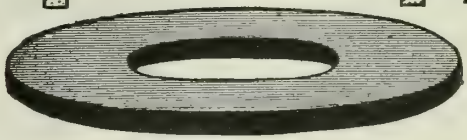

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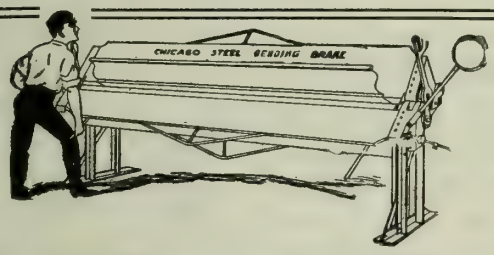


CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

Arctic ARCTIC METAL **Metal**

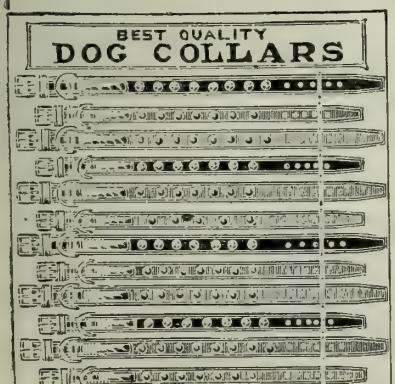
Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.

We guarantee every pound.

Tallman Brass & Metal Co.
HAMILTON, ONT.

QUICK SELLING DOG COLLARS

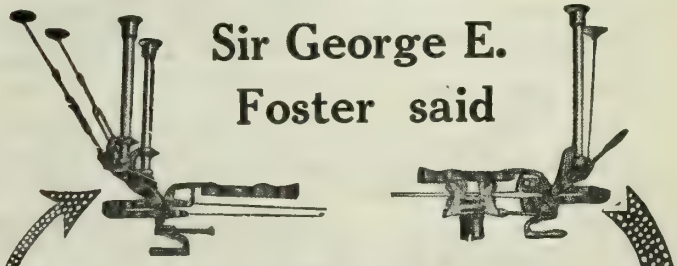


A dog-owner is a dog-lover, and "nothing is too good for my dog." Have a small stock of dog collars on hand.

They will find their own customers if you give them prominent display. We can supply you.

SAMUEL TREES & CO., LIMITED
Toronto Whitby
Winnipeg

Sir George E. Foster said



that Canada is asleep in regard to after-the-war trade. But many of us are asleep on the matter of RIGHT NOW trade; we're not carrying on our business as carefully and efficiently as is possible, and so money leaks out—the good hard money that took so much out of us to earn. We're talking dollars and sense. Our Circular would interest you. Send for it—to-day, please.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

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Benjamin Moore & Co., Toronto.
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A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg

Ventilators
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

Vulcanizing Rubber
Adamson Mfg. Co., Hamilton.

Wall Scrapers
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Wallboard
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Bird & Son, Hamilton.

Wash Boards
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Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power
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Cummer-Dowswell Ltd., Hamilton.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Wagon Jacks
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Waste Baskets
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Washers, Iron
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Wrought Washer Mfg. Co., Milwaukee.

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Whips
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Whisks
Boeckh Bros. Co., Toronto.
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T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

Whistles, Steam
T. McAvity & Sons, St. John, N.B.

White Lead
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Carter White Lead Co., Montreal.
Steel Co. of Canada Ltd. Hamilton.
Sherwin Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
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Window Guards
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B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
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Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
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The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
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Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Steel & Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Products
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The Dennis Wire & Iron Works, London, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope
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Wire Springs
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B. Greening Wire Co., Ltd., Hamilton.

Wire Stretchers
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Wood Finishes
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Pratt & Lambert, Bridgeburg, Ont.
G. F. Stephens & Co., Winnipeg.

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Woven Wire Fencing
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Frost Steel & Wire Co., Hamilton.
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Wrenches
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Whitman & Barnes Mfg. Co., St Catharines.

Wringers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATION VACANT

WANTED—GOOD WINDOW TRIMMER — must have general knowledge of hardware; good opening for the right man. Apply to Mr. Illsey, care of J. H. Ashdown Hardware Co., Calgary.

WANTED—BY AN OLD ESTABLISHED company, a travelling furnace representative to cover territory between Toronto and Montreal. One with experience as tinsmith in the installation of furnaces preferred. Apply by letter, giving salary expected, Box 430, Hardware and Metal.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANTED—FOR HAMILTON AND DISTrict, several good lines on commission. Excellent connection with factories, stores and corporations. Box 428, Hardware and Metal, Toronto.

STORE EQUIPMENT FOR SALE

HARDWARE STOCK AND FIXTURES FOR sale in Sudbury. For particulars write Box 88, Sudbury, Ont.

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

PAPER BALERS

THERE IS MONEY IN USING AND SELLing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SITUATIONS WANTED

EXPERIENCED RETAIL HARDWARE manager is open for position with first-class firm, retail or wholesale. Wide experience. Address Box 427, Hardware and Metal.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

RELIABLE MAN, 40 YEARS OF AGE, with ten years' successful experience calling on hardware trade, desires position as salesman for some well established hardware line. Territory in Eastern Ontario preferred. Best of references. Apply Box 429, Hardware and Metal.

FOR SALE

HARDWARE BUSINESS IN HAMILTON for sale, including stock, fixtures and dwelling. Cash deposit required, security for balance. Best reason for selling. Box 426, Hardware and Metal, Toronto.

WE HAVE FOR SALE CHEAP, A QUANtity of good clean cuttings; good sizes in both galvanized and black, all gauges, 10 to 10¾ oz. inclusive. Wheeler & Bain, Toronto.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

SIGNS AND SHOW CARDS

"WE MADE SIGNS BEFORE WE COULD talk." W. H. Stevenson, Stevenson Building, Toronto.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

Every Day IS PAY DAY

THAT'S RIGHT—every day you work our plan, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you *are* and are willing to exchange *your spare time*, representing our publications, *we will* show you how that same spare time, properly used, *will produce* for you as much *cash* as your regular income.

Does this interest you? If so write us TO-DAY and we will tell you all about it.

The MACLEAN PUBLISHING CO., LTD
143-153 University Avenue
TORONTO, CAN.

Get Behind This Range
It is the Popular Seller

The **HOME COMFORT** Range has an army of 50,000 satisfied users, all speaking its praise. This great army gives a momentum to the selling power of **HOME COMFORT** that makes selling easy.

THE HOME COMFORT Malleable Steel Range has made good for 20 years. It meets the housewife's ideal —in fact its special features are based mainly on the suggestions from the women themselves.

GET BEHIND THE RANGE—TAKE THE LINE OF THE LEAST SELLING RESISTANCE.

Let us send you particulars of the

"HOME COMFORT" Proposition

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **TORONTO, Ont.** Factory: 22 Orillia St.

ATKINS
Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

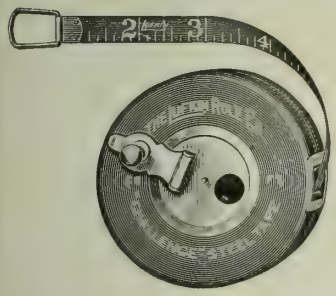
"Multiped"

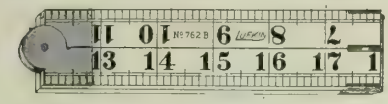
The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

Did You Ever Buy Fireplace Goods From US?

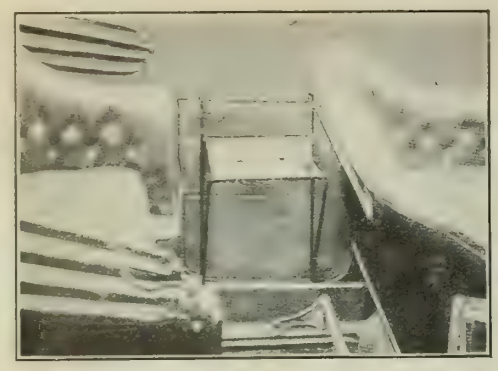
This is not merely a side-issue with us.

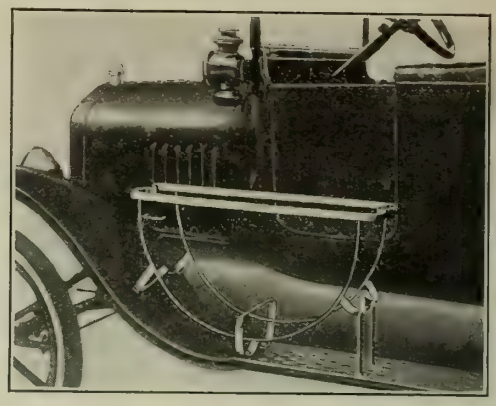
It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.





McKINNON SPECIALTIES

Increase Dealers' Profits

It requires no technical knowledge about automobiles to sell McKinnon goods. They have been thoroughly tested and approved by dealers and car owners—they have been proven to be dependable goods that you can sell with confidence that they will give perfect satisfaction. They are trade-building profit makers.

McKINNON TIRE HOLDERS

They are made throughout of steel—no heavy castings or forgings. Light weight, yet exceedingly strong. Being electrically welded, they are practically one solid piece—there is no break or get-out-of-order to them. Nos. 170 and 175 can be used on the side of any car taking 30 x 3½" tires. We offer other models for the rear of Fords and Chevrolets.

RESILIENT SPRING STEEL BUMPERS

are a necessity on every car. They are reasonable in price and wonderfully efficient. We make special models for Fords and Chevrolets as a medium weight bumper with universal attaching irons for all the cars.

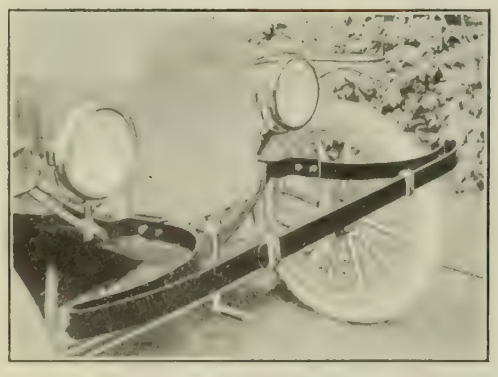
AUXILIARY SEATS

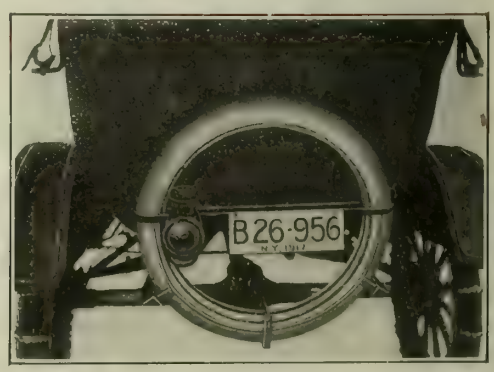
We make the most complete line offered to the trade. It includes Chairs, Camp Stools and Third Seats, as well as several unique styles for special purposes. Of these our No. 90 Seat for Fords is an excellent seller.

It will pay you to get our catalogue and prices. Ask your jobber, or write us direct.

McKINNON DASH COMPANY

St. Catharines, Ontario





HARDWARE AND METAL

Vol. XXIX
No. 9

PUBLISHED EVERY SATURDAY SINCE 1888

March 3
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

WIRE CLOTH

RUSTLESS FLY SCREEN

Send for Samples

Necessaries for the Spring Trade

Fly-Screen Cloth, Sand-Screen Cloth, Re-Galvanized Cloth, Tie-Out Chains, Dog Chains, Poultry Netting, Wire Rope, Perforated Metals.

WIRE ROPE

WIRE WORK

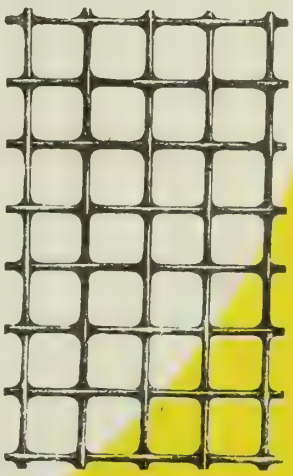
WIRE CHAINS

Greening Quality Makes Satisfaction Double-Sure

It makes good repeat-order business, and every turnover leaves you a splendid profit.

The B. Greening Wire Co., Limited

HAMILTON, ONT.



COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

PEERLESS ORNAMENTAL FENCING

LOOK YOUR TOWN OVER

and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

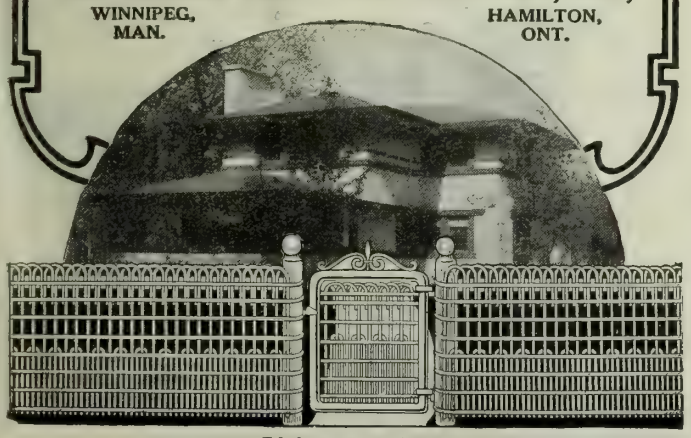
You can easily afford to send a man out to take orders. Let us tell you about it.

Send for Dealer's Proposition

Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing and gates. There's a big fence trade waiting for you. WRITE TODAY.

The Banwell-Hoxie Wire Fence Co., Ltd.,

WINNIPEG, MAN. HAMILTON, ONT.



Are You Selling Carborundum Sharpening Stones to ALL of Your Carpenter Customers?

THERE are several of the Carborundum Sharpening Stones that should be in every carpenters' tool kit—the Round Combination Stone, the Gouge Stones and the Handy Slip Stones. Carpenters everywhere know of the quick, clean cutting qualities of Carborundum—be sure that you carry a good stock.

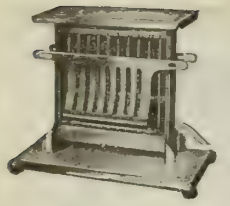
Might we suggest a window display of these stones for the carpenter? We have some snappy window display material packed and ready to send you.

Write for Carborundum Display Circular 344

The Carborundum Company

Niagara Falls, N. Y.

If interested, tear out this page age and keep with letters to be answered.



No. E946
Electric Toaster
Watts 340

No. E906
Electric Tea Ball Tea Pot, holds six cups,
Watts 420

No. E9635
Electric Coffee Percolator.
Holds 5 cups,
Watts 420

No. E905
Electric Iron,
Weight 6 pounds
Watts 580

No. E9850
Electric Combination Chafer and Disc Stove
Watts 550 and 300

DO YOU KNOW ALL THE UNIVERSAL LINE?

The sweep of Universal products is so all-embracing in the character and variety of the goods of which it is composed, that unless particular care is taken some one of the many lines may escape your attention that would well merit careful consideration.

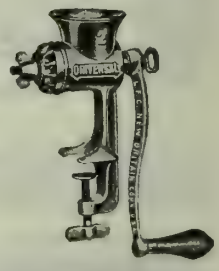
No. 476
Coffee Percolator
Holds six cups
Pure Aluminum

No. E916
Electric Coffee Urn
Holds six cups
Watts 420

UNIVERSAL
HOME NEEDS

When one line under the trade name Universal has been found to give the best of satisfaction to yourself and your customers it is the part of wisdom to continue so far as it is possible with the other goods that you carry under the name whose quality you know.

We illustrate on this page, for your attention, only a fraction of the patterns in a few of the lines that are included under the well-known name Universal.



No. 2
Food Chopper
Capacity 2½ pounds per minute.

No. E984
Electric 4-Heat Grill with three pans
Watts 600 to 150

Look for this UNIVERSAL **Trade Mark**

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.

Canadian Representatives, A. Macfarlane & Company, Montreal

No. 25
Butter Churn and Cream Whip
Capacity 3 Pints

No. 102
Vacuum Bottle
Corrugated Green Enamel Case

No. 1822
Vacuum Carafe
Adapted to all kinds of home use

No. 842
Vacuum Tankard
A graceful form for table service

No. 4
Bread Mixer
Family Size
Capacity 2 to 6 loaves

If interested, tear out this page and keep with letters to be answered.

Profitable Seller the Year Round

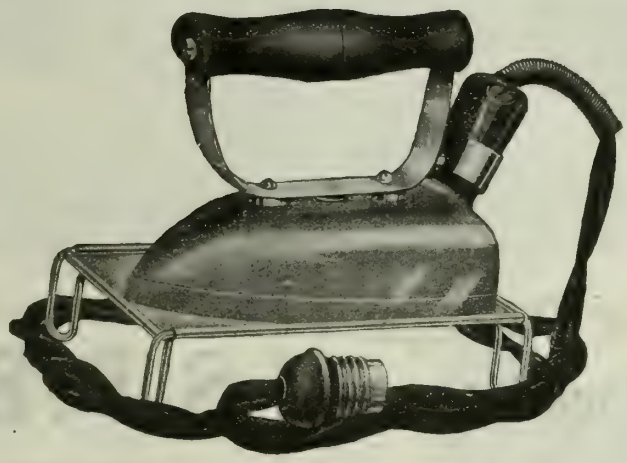
GOLD COIN

GOLD COIN ELECTRIC IRON

HIGHEST IN EFFICIENCY

Season for Largest Sales will soon be here.

ARE YOU PREPARED?



Our IRONS are FULLY GUARANTEED

This combined with Attractive Appearance makes them SURE SELLERS.

We have a Large Stock and Prices that are sure to be of interest.

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

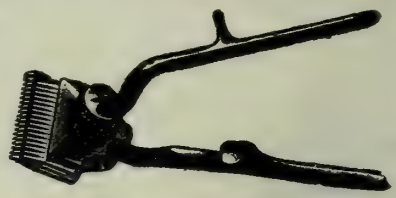
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

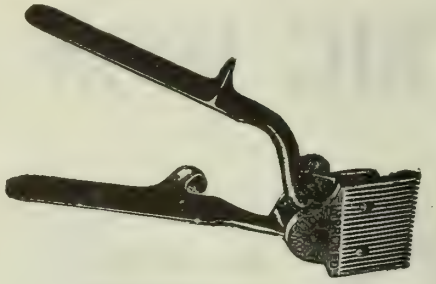
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.

STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.

No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



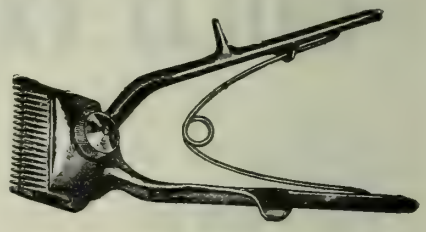
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES

Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.
Department M.
12-14-16 Johnston Street, Toronto, Canada

If interested, tear out this page age and keep with letters to be answered.

INSPECTING PISTONS
KING MOTOR CAR CO.

What Automobiles Have Done

The tremendous developments in automobile and accessory manufacturing have created a most profitable market for fine measuring instruments. To produce the necessary jigs and dies for duplicate parts, it is necessary to have accurate tools to lay out, check up and inspect the work. Most toolmakers and machinists are using

Starrett Tools

because of their accuracy, reliability, and convenient design. They are the standard for all accurate measurements.

It will pay dealers to carry a complete line of these tools to fill the machinist's demand for rules, squares, levels, micrometers, calipers, and gages, to supply toolmakers and manufacturers with the larger and more expensive instruments such as vernier calipers, height gages, depth gages, large micrometers, large calipers, etc.

Write for free catalogue No. 21MA describing 2,100 styles and sizes of fine tools.

The L. S. Starrett Company

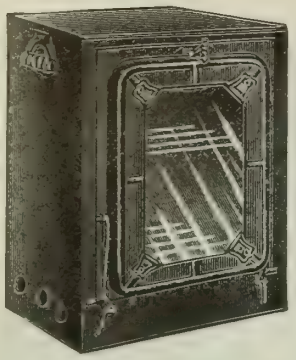
The World's Greatest Toolmakers

Athol, Mass.

42-635

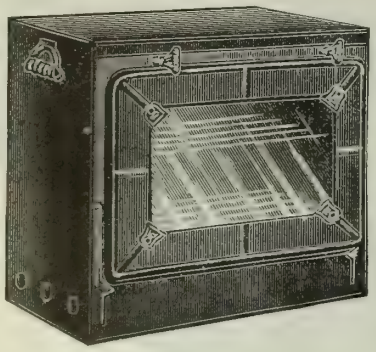
If interested, tear out this page and keep with letters to be answered.

No. 10½.



For One Burner
Length Height Width
Inches 13 x 18 x 13

No. 12½.



For Two Burners
Length Height Width
Inches 20 x 18 x 12

OIL STOVE OVENS

Black Iron Japanned

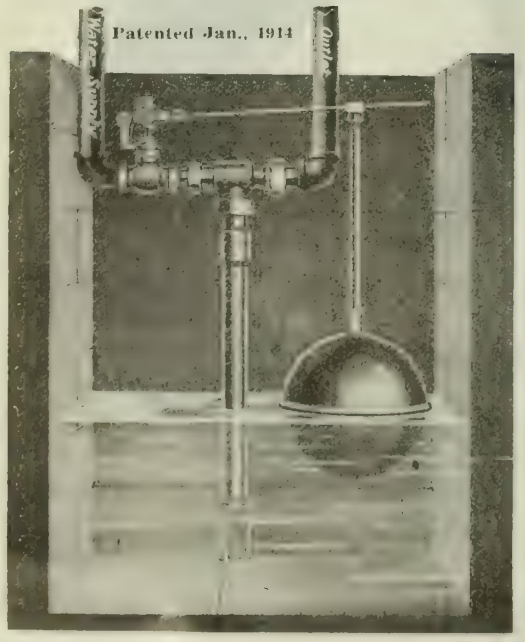
Glass Paneled Drop Doors

Glass-paneled Oven Doors are very popular on account of the user not having to open oven door when baking is in progress. The Cooking is always in plain sight. This saves the heat and fuel. When light baking is being done, such as cakes, it saves disturbing contents by jarring the oven.

The Thos. Davidson Mfg. Co.
Limited

TORONTO MONTREAL WINNIPEG

MORRISON
Automatic Cellar Drainer



A simple, durable, automatic device for draining cellars, wheel pits, furnace pits, cesspools, foundations, and for any purpose where it is necessary to remove water economically from one level to another by water pressure.

The operation of the machine is extremely simple, being actuated by the raising or lowering of float as the water level changes in the pit. It operates purely by water. With our patented improvement it works under a far greater range and gives much larger capacities than any other device on the market, so far as we know, operating as low as 10 lbs. water pressure.

The operating limits of other types of cellar drainers range from 15 to 18 feet lift. The Morrison machine lifts as high as 30 feet at 60 lbs. pressure.

All working parts above water. Nothing to get out of order.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide St. W., Toronto

If interested, tear out this p and keep with letters to be answered.

When making up your order for your Baseball Supplies for the coming season, which will soon be here, be sure to specify

SAMSON

BASEBALL MITTS and GLOVES

They are unsurpassed in Workmanship, Durability and Practical Construction, and the Samson Trade Mark is a pledge to the user which only quality can make good.

ABSOLUTELY GUARANTEED.

HOWLAND'S SAMSON QUALITY H.S HOWLAND SONS & CO TORONTO

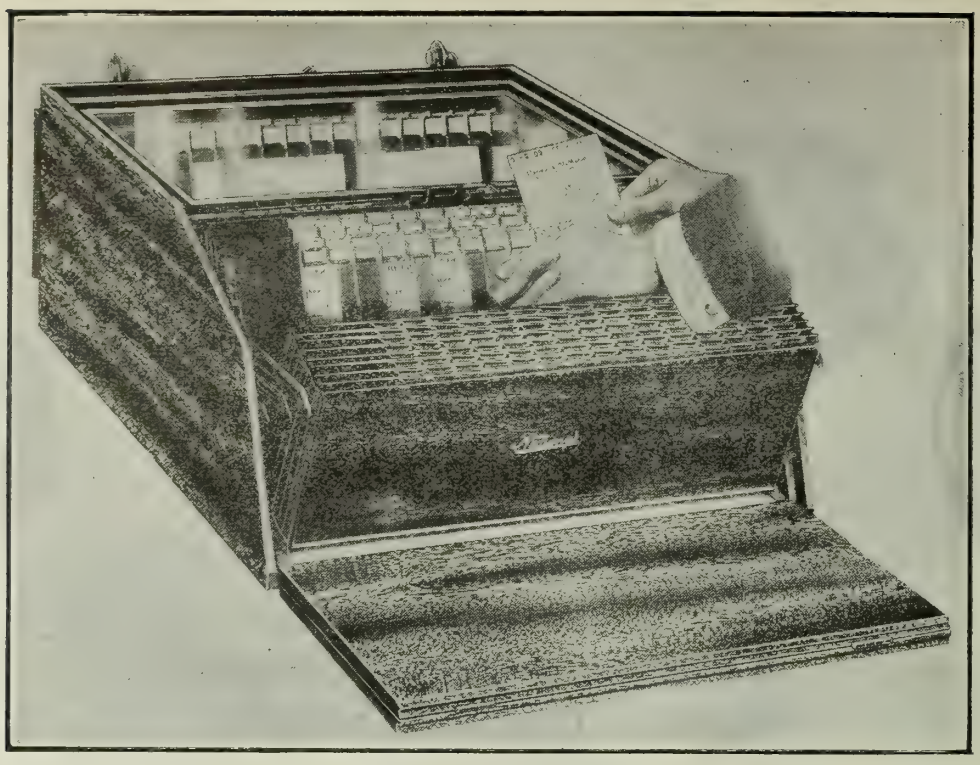
H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE MERCHANTS

TORONTO

HOWLAND'S SAMSON QUALITY H.S HOWLAND SONS & CO TORONTO

If interested, tear out this page and keep with letters to be answered.



A New N.C.R. Invention

as important to you as your telephone or cash register

It's a new credit file that *safeguards* your credit business—in a better, easier, safer, quicker way than you thought possible.

It is so simple that anyone can operate it.

It is so speedy that all entries are made in the presence of the customer, who leaves with a statement of the purchase—plus a record of the balance carried forward.

It is so convenient that you can set it on any size counter, table or desk. The exact balance due from any customer is instantly available, and the file can be operated with one hand while the other holds the telephone receiver.

It is so complete that a true record of the whole credit business is always available in short order.

And this knowledge alone is worth more than the cost of the file.

It is so safe that records once filed in its locked compartment cannot be lost or destroyed. Records can be seen, but not tampered with.

A few weeks' use will pay for it.

There's nothing else like it, and it can be seen at the N. C. R. office near you, or a letter to us will bring you complete information.

See this new file or find out how it will stop your losses, please your customers, and relieve you of work and worry. Use the coupon.

The National Cash Register Company of Canada, Limited. Toronto, Ontario

Please send full information about your new Credit File.

We have about .....Charge and C.O.D. Accounts.

Name .....

Firm .....

Address .....

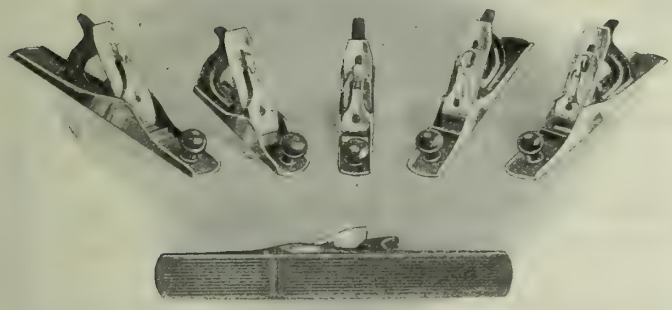
.....

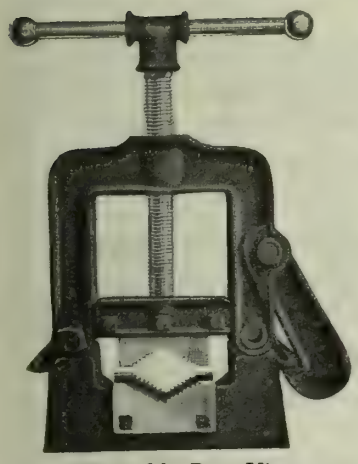
The National Cash Register Company of Canada, Limited

TORONTO, ONT.

If interested, tear out this page and keep with letters to be answered.

NATIONAL PLANES



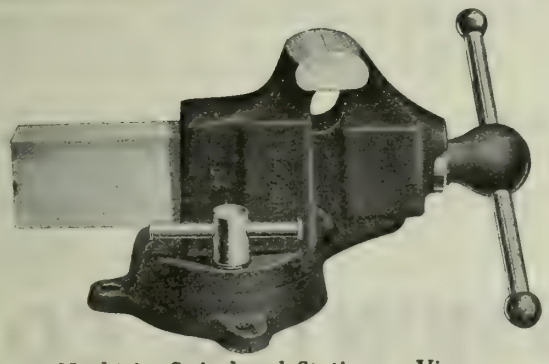


Malleable Pipe Vise

Three of our Best Lines

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.

Write for Catalog and Discounts.



Machinist Swivel and Stationary Vises

National Machinery and Supply Co., Limited

HAMILTON, CANADA

The Hardwareman

who sells the "Famous Five" files doesn't have to explain their qualities to customers.

The mechanic, the shop superintendent and the purchasing agent know from experience that the "Famous Five" files are standard quality tools.

The "line of least resistance" for you is to handle them. When ordering from your jobber specify them.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

If interested, tear out this page and keep with letters to be answered.

Do not confuse our U.S. POULTRY FENCE with the Hexagon Poultry Netting

It is built on miniature scale of farm fence, interwoven with parallel wires and hinge joints, so that it stretches to the posts straight, even and nice without buckling, bagging or sagging.

It's so stiff and satisfactory that it does not require top rail and base board or so many posts as the old style netting.

Guaranteed 5 or 6 times as strong and at least 100 per cent. better in every way. All parallel wires are of even length and all meshes of uniform size. They can't be otherwise the way it's made.

Made in heights from 12 to 72 inches. Galvanized before weaving. Put up in 150 foot rolls and sold by the square foot.

It's not merely a substitute for the old style netting. It's something much better and more economical to the consumer and sells on sight. It is handled only by the legitimate trade—*the dealers*—not a departmental store or mail order proposition. It's the strongest, cheapest, most sightly and best fence for the purpose yet invented.

It's a great leader, trade-builder and customer-satisfier. Do not purchase poultry netting or fencing until you have seen our N. S. Poultry Fencing, it will be a surprise and revelation to you and your trade.

This fence has stood the test and has proven **its superiority during the last three years, fulfilling all the promises we had made for it as to quality and economy.**

The very act of unrolling U.S. Poultry Fence is a surprise, as it rolls out flat and even like a roll of carpet or building paper. Set it up on edge and again to observer's surprise it stands up straight, stiff and true. The parallel wires and hinge joints are responsible for this perfect condition.

Made of No. 19 wire only.

Order from the sole distributors and thereby make certain of getting the genuine article.

We have a complete stock and recommend you to order for early shipment to guard against possible shortage later on.

CAVERHILL, LEARMONT & CO.
MONTREAL

Sole Agents for Ontario, Quebec, New Brunswick and Nova Scotia

CAVERHILL, LEARMONT & CO., MONTREAL **RICE LEWIS & SON, LTD., TORONTO**

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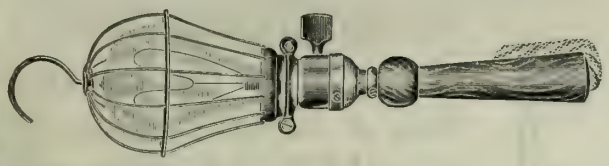


PORTABLE GUARDS

For use in

Factories
Garages
Workshops, etc.

Send for Illustrated Price List.

FACTORY PRODUCTS LTD.

220 King Street West : Toronto, Ontario

PUT YOUR STORE IN LINE FOR BIGGER PROFITS FROM

TRAPSHOOTING

LAST year thousands of men and women joined trapshooting's ranks. These and thousands more this year will increase the demand for

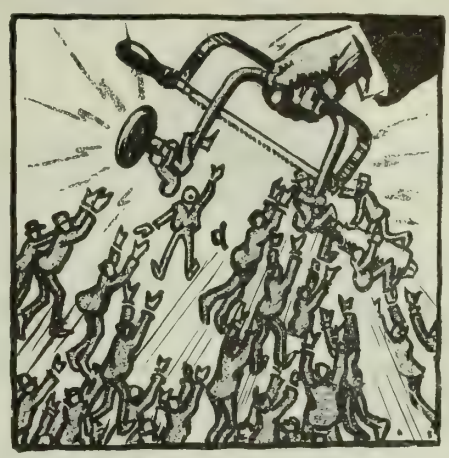
DUPONT Sporting Powders

Tie your store to our trade-making advertising by specifying DUPONT DENSE or DUPONT BULK for trap loads—the powders new shooters use, because they are the champion's choice.

E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

WILMINGTON - DELAWARE - U.S.A.



TOOLS ATTRACT CUSTOMERS

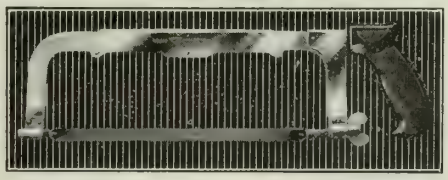
Tools attract carpenters, machinists, metal workers, garage men, contractors and other big hardware users.

Especially Millers Falls Tools with their fifty years' leadership and quality reputation.

Once in your store, these customers buy large quantities of builder's hardware, general hardware and supplies of every kind. Make your tool department the best in your locality and your whole store will profit.

Our book "How to Sell Tools," our selling helps and our monthly paper the "Star" help you make your tool department a big factor in your business, help you turn your tool stock oftener and make tools an entering wedge to other profitable trade.

Here's one tool among the hundreds that prove Millers Falls leadership.



The "pistol grip" and the hang of the saw give you the greatest power with the least effort. Handle fits largest hand. Straining nut under the handle allows maximum stroke. Extra strong and rigid for heavy work.

Send for the Millers Falls Catalog and for our Selling Help proposition to all dealers. It will show you how to put a bigger profit in tools.

MILLERS FALLS COMPANY

"Toolmaker to the Master Mechanic."

MILLERS FALLS, MASS.

N.Y. Office: 28 Warren St.

MILLERS FALLS TOOLS

If interested, tear out this page and keep with letters to be answered.

Metal Protection

In any kind of metal construction the element of rust is such a destructive factor that the best protection obtainable is unquestionably the cheapest.

CARTER'S
Dry Red Lead

is the highest standard quality and affords a perfect sealing coat that absolutely protects all kinds of metal from rust and corrosion.

We make Orange Dry Lead and Litharge also Special Dry Lead and Litharge for Color, Varnish and Rubber Makers. Oxides for Storage Batteries and Pottery.

All products are wholly Canadian made.

Quotations sent upon request.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

Order Yours Now
Be Prepared

Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA - PA.

If interested, tear out this page and keep with letters to be answered.

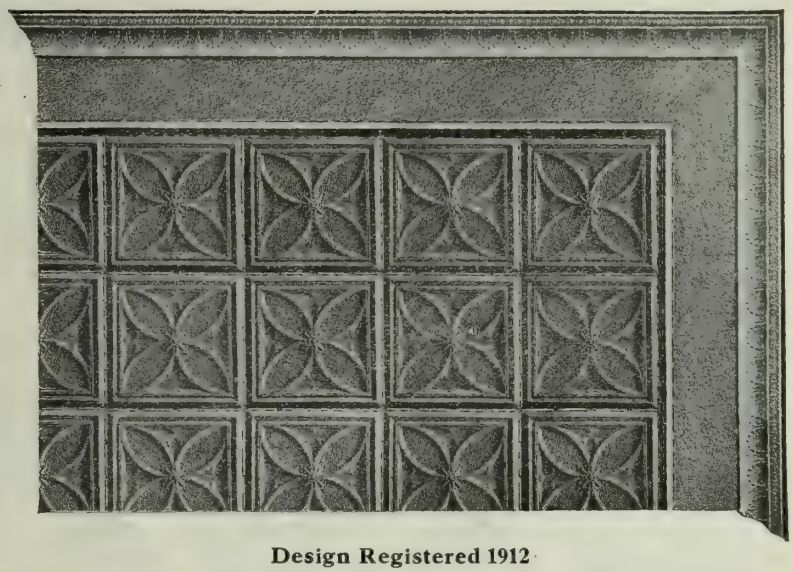
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

HANDSOME COMBINATION DESIGNS

"M-R Co." Ceiling and Wall Plates, Cornices and Mouldings can be interchanged and any desired combination quickly and beautifully worked out. Good profit for you because easily laid and in demand as soon as shown.

Get in on this profitable business--write us to-day for illustrations and prices.



Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

SELL HER A BISSELL'S

FOR easy sales that *stay sold,* BISSELL'S breaks all records, as every dealer knows. The name alone is guarantee of superiority. Its prestige makes argument unnecessary. The variety of Bissell models gives every customer just the machine they want.

The Bissell Carpet Sweeper is just as popular as the day it was introduced. It is just as much valued by intelligent housekeepers.

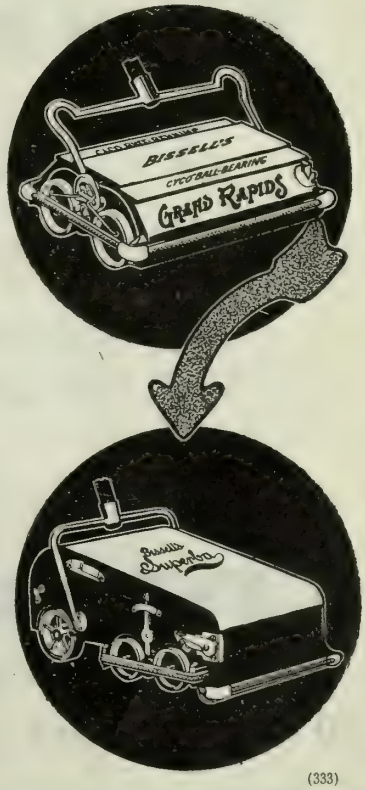
Bissell Vacuum Sweepers, introduced more recently, have been a phenomenal success. They are efficient, convenient, and built for a lifetime of use.

There are de luxe Bissell's and inexpensive Bissell's, both in the carpet sweepers and vacuum sweeper lines.

Therefore, they outsell competing lines in price as well as quality. And they keep you clear of the price-cutting wars that eat up legitimate profits.

Because of these exclusive advantages most dealers specialize on the Bissell line.

The Bissell line has been manufactured for over forty years in a factory devoted entirely to the making of cleaning devices. If you need further information, address



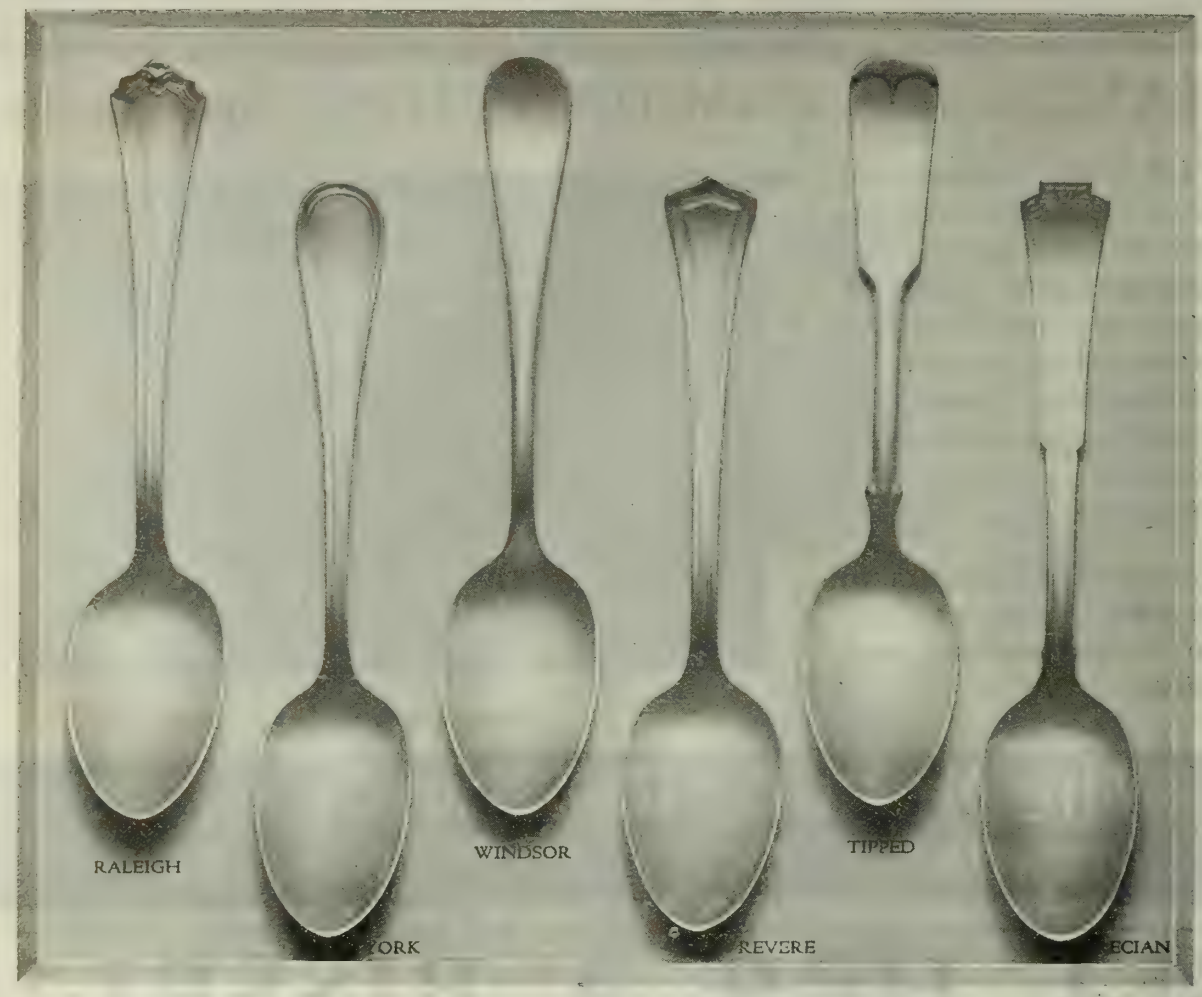
BISSELL CARPET SWEEPER CO., Grand Rapids, Mich.

Oldest and Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World

Made in Canada, too New York (25 Warren Street) Paris Agencies Everywhere

(333)

If interested, tear out this page and keep with letters to be answered.



Flatware You Should Sell

BY stocking our medium-price line, the popular "1881" brand, and for a better grade the famous Wm. A. Rogers (®) SXR line, you will have not only a variety of pleasing patterns but qualities which will maintain the good reputation of your store.

PRICE LISTS UPON REQUEST.

CANADIAN WM. A. ROGERS LIMITED

HEAD OFFICE AND FACTORY:

570 King Street West -:- -:- Toronto, Canada

If interested, tear out this pand keep with letters to be answered.

Sells Like Wildfire!

Big Profit For All Hardware Dealers

Car washing is going out of fashion. Nine out of ten car owners to-day want an easier, quicker and less expensive method of cleaning and polishing. Here's the answer, your old friend, Liquid Veneer, now being advertised to all motorists as

AUTO LIQUID VENEER

(MADE IN CANADA)

You just spray it on with the L-V Sprayer in a light vapor, right over dust, light mud and road tar. This loosens and lubricates all accumulations so that they easily slide off. Then wipe the car with a dry cloth and the job is done. It takes 10 minutes, costs 5 cents. Leaves no oily film.

The result is a bright, clean, glossy car, restored to its original newness. The Liquid Veneer feeds and renews the finish. Water, as you know, dulls and ruins the finish. There is no comparison. Every motorist can readily see how this new method will save him much time, much dirty, sloppy work, much expense, and keep his car just like new.

The outfit, consisting of a $1.00 32-ounce bottle of Liquid Veneer and a 50c brass finished sprayer, retails for $1.50; each outfit packed in a handsome strong display case.

A big advertising campaign is now under way. Liquid Veneer is the best known polish in the world; your profit is most liberal; everything is in your favor! Don't delay investigation. Send the coupon at once.

Buffalo Specialty Company

Buffalo, N.Y., U.S.A. Bridgeburg, Ont., Can.

Buffalo Specialty Co.,
Buffalo, N.Y.

Please send me full particulars and prices on Auto Liquid Veneer, as per your ad. in Hardware and Metal.

Name .....
Address .....
City .....
Province .....
Business .....

If interested, tear out this pand keep with letters to be answered.

Seafoam Electric Washer and Washer

(2 Styles)

No Worry—LittleWork, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Style "A"

Made only by

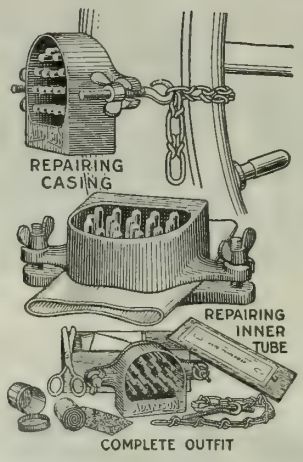
Cummer-Dowswell, Limited

Hamilton, Ontario

ADAMSON Vulcanizers

Model "U"

FOR TUBES AND CASINGS



The tire is repaired without deflating or removing it from the car.

Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing weight 4 lbs. $3.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.

HAMILTON, CANADA

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,

SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

MENDETS

A PATENT PATCH

(Trade-Mark).

A Profit Making Utility

You will make new friends for your store by selling "**MENDETS**"—the simple repairing utility for mending leaky vessels, rubber bags and tires without rivets or solder "**Mendets**" brings a nice profit for you.

We furnish counter display containers free—send for one and ask for our proposition—send a card to-day.

The following wholesale hardware merchants sell Mendets:

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta. Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C., Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal.

Collette Mfg. Company

Collingwood, Ont., Canada

If interested, tear out this page and keep with letters to be answered.

33⅓% Profits for You

More and more hardware dealers are stocking and pushing automobile lubricants, and other automobile accessories. The modern hardware dealer finds that the motorist is coming in to him for supplies. As a result many hardware dealers have found a profitable source of income, especially in pushing automobile oils.

The Imperial Oil Company, Limited, offers the hardware dealer an exceptionally good money-making opportunity. By handling POLARINE or GARGOYLE MOBILOILS you are enabled to make from 33 1/3% profit and up, depending upon the quantity you sell.

For years the Imperial Oil Company has manufactured and sold POLARINE MOTOR OIL in Canada. It is also the Canadian distributor of GARGOYLE MOBILOILS.

POLARINE, which is now supplied in two grades, called POLARINE and POLARINE HEAVY will be advertised more extensively this year than ever before in newspapers, motoring magazines, and farm papers from Coast to Coast.

GARGOYLE MOBILOILS, supplied in four grades for engine lubrication, and sold by a Chart of Recommendations to insure the use of the correct grade, have been sold by us in Canada for some years. These oils will be advertised in the Hardware Trade Press, and the Motoring Magazines during 1917.

The Imperial Oil Company offers you the co-operation of extensive dealer helps in marketing both POLARINE and GARGOYLE MOBILOILS. Signs, booklets, circulars, movie slides, etc., are available to you in pushing these excellent products.

This is your opportunity to join with hundreds of other hardware dealers in the profits and permanent patrons which will result from your co-operation in the handling of these products.

Please write us at 56 Church St., Toronto, for full information. We will answer by return mail.

The IMPERIAL OIL COMPANY Limited

BRANCHES IN ALL CITIES

STARTS THIS MONTH

Griffith Advertising Working Again for YOU

A new advertising campaign for Griffith Specialties will be inaugurated in this month. A new series of ads, similar to the one shown above, is being used. They will add a fresh impetus to the demand of your customers for Griffith Traces and Equipment.

The popularity of the Griffith outfit has made it a leading seller in all districts. Despite the fact that we have been forced to raise the price, it still costs your customer less than half the price of a smiliar outfit in leather, and the new price allows you a larger margin of profit. Special attention is drawn to the inclusion of the Giant Yoke Rope in the Team Outfit this year.

We hope to be able to take care of all our customers this Spring, but the rush of orders has us working at top speed in order to handle them, so we would advise any dealers who are not carrying a stock of Griffith Specialties to place their orders without delay.

GRIFFITH'S
TRADE MARK
HORSE SPECIALTIES

If you haven't received a copy, send for Catalogue No. 2, also new Price List.

G. L. GRIFFITH & SON

MANUFACTURERS AND WHOLESALERS OF HORSE SPECIALTIES

STRATFORD : : : ONTARIO

No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

TINNERS, ATTENTION!

LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

THE BROWN, BOGGS CO., LIMITED
HAMILTON, CANADA

Montreal Agent:
W. L. HALDIMAND, Jr.

Western Agents:
BISSETT & WEBB, Winnipeg.

British Columbia Agents:
E. A. EARL & CO., Vancouver

If interested, tear out this page and keep with letters to be answered.

? ? ? *Ask us for*

Wrapping Papers

Twines

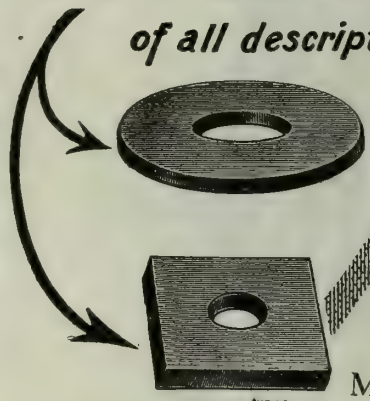
Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Wrought and Steel Plate
WASHERS
of all descriptions



Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

You'll like our dealer's proposition and the selling of this deep-cleaning

OHIO ELECTRIC SUCTION CLEANER

A principle that has made good.

Here's a machine that has stood the test—proven efficient. It picks up all dirt, litter and threads—it does more: it takes fine dust right out of the rugs, wall coverings, upholsteries and tapestries.

Sell the "**OHIO**" and become known as agent for the best vacuum cleaner manufactured. We stand squarely behind every "**OHIO**" machine we sell.

Get behind this machine in time for the annual spring cleaning business.

You'll like our dealer's proposition. Let us tell you about it. Write.

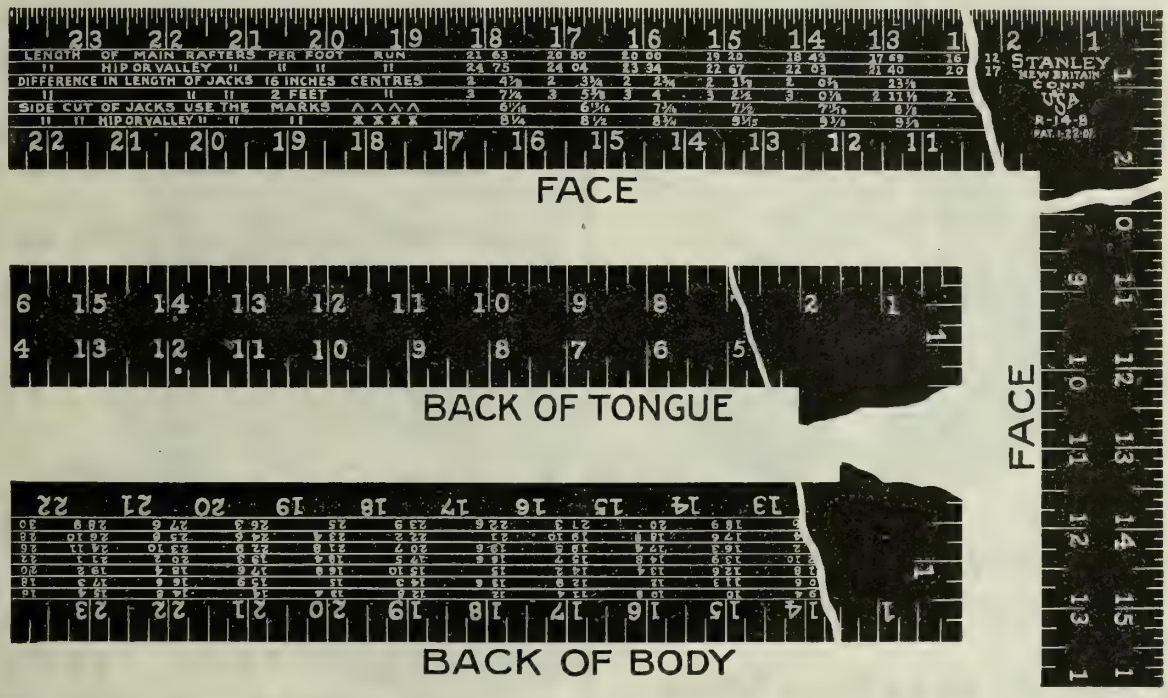
The United Electric Co.
Canton, Ohio, U.S.A.

TORONTO OFFICE:
159 Richmond St., West

We also manufacture and sell the famous Tuec Stationary Cleaners, more of which are installed than all other types combined.

If interested, tear out this page and keep with letters to be answered.

Stanley Tools



Stanley Carpenters' Steel Squares

Each Square is made from *one* piece of steel, and all four edges are machined. The graduations are accurate and cut deep.

All five corners are hardened, adding greatly to the wearing qualities of the tool.

They can be furnished in a variety of finishes which include Royal Copper, Blued, Nickel-Plated, Galvanized and Polished.

Each Square is packed in an anti-rust envelope.

Send for further particulars.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

EVEREADY "UTILITES"

For Prompt Shipments Write to

SPIELMANN AGENCIES REG'D

READ BLDG. - MONTREAL

The Distributors with the Complete Stock

We specialize in prompt and efficient service.
SEND FOR CATALOGS.

Your Horse-owning Customers

Winter is a time of heavy teaming—ice, logs, grain, stone, coal and so on. And so is a time when horses' shoulders and backs need special protection against gall sores. Bring to the notice of horse-owners

Ventiplex Housings, Sweat Pad and Saddle Blankets

And you'll make sales certain—and every sale is good for your business. Write us for our Catalogue.

"Comfy" Weather Strip

Carry stock of our "Comfy" Weather Strip—supplied in 1-lb. cartons (58 ft.). It sells freely at this season, and every sale represents extra business and extra profits. Make all the money you can by selling all the goods you can to all the people you can.

ORDER THROUGH YOUR JOBBER.

Burlington Windsor Blanket Co., Ltd.

793 King Street W., TORONTO, ONT.

JAMES CARTLAND & SON

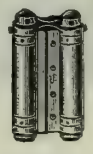
BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

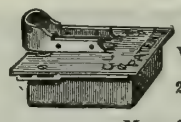


5753 IRON
3 in. 4/9
4 " 7/-
5 " 9/6

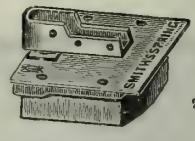
5754 BRASS
3 in. 7/6
4 " 10/6
5 " 14/6
per pair.

5355 IRON
4 in. 28/-
5 " 39/-
6 " 48/-

5356 BRASS
4 in. 48/-
5 " 66/-
6 " 78/-
per dozen.



2401
With 2 in. Shoe,
21/- each.



2860
With 2 in. Shoe,
28/6 each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

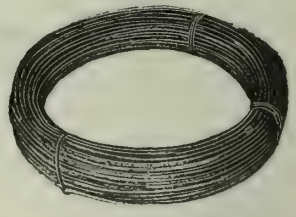
Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.

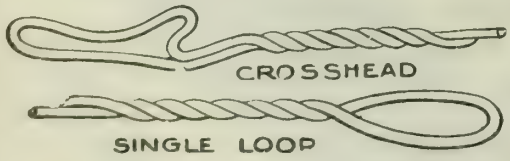
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

Headquarters for High Carbon

Bale-Ties and Baling Wire



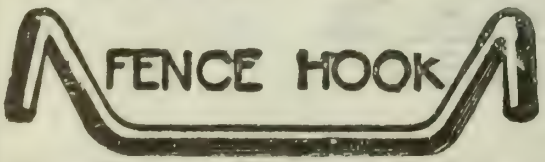
Also Manufacturers of **NAILS and WIRE** all Kinds



The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

Kindly mention this paper when writing advertiser

From Saturday Evening Post February 17th

The Target for Millions of Eyes

Again public interest is focused on the Eveready Dealer's store. As a result of this advertisement, millions of eyes are watching his windows for an answer to the question of the hour—

Who won that $3000 for a better name than "flashlight"?

Over 530,000 suggestions for a new name were received. The response nearly swamped us. We were forced to ask for more time. But the delay has been an advantage in disguise. It has given us the opportunity to again throw the Eveready Dealer's store into the limelight of public interest. Do not lose sight of this advantage. Dress your windows in their best. Put in Evereadys where they will be seen. Goods well displayed are more than half sold.

And remember, interest will be at white heat right up to the climax of this campaign on April 5th. And your store will be the center of this interest in your town.

CANADIAN NATIONAL CARBON COMPANY, Limited
Toronto, Ontario

EVEREADY

The Product that has outgrown its name FLASHLIGHT

If interested, tear out this page and keep with letters to be answered.

1835 — JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK U.S.A. — 1917

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

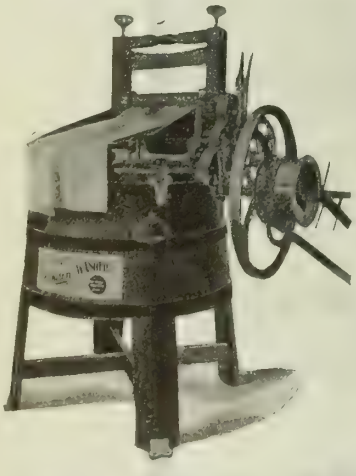
Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street · New York City

Scale Makers Since 1835

The "LONDON" No. 4 Family Power Washer



The London No. 4 Family Power Washing Machine, operates by Gasoline Engine. Built like the "London" No. 3 Electric. Instead of motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

This machine is a marvel for convenience and efficiency and its price is *low.*

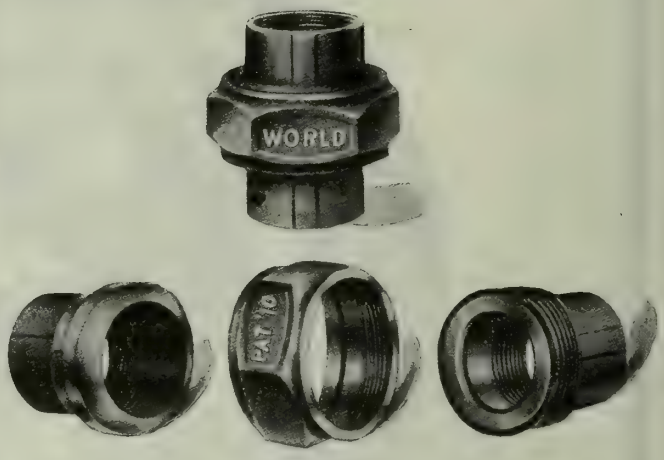
Investigate now.

The London Foundry Co., Ltd.

London, Ontario

"WORLD" UNIONS

NEW MODEL



No Leaks
Self-Aligning
Copper Non-Corrosive Seat
Ball Joint

Be sure you are right, then go ahead!

The "World" Union is right in design, material and workmanship. It is the Union that you will finally come to.

Why Not Start Right?

T. McAVITY & SONS
LIMITED

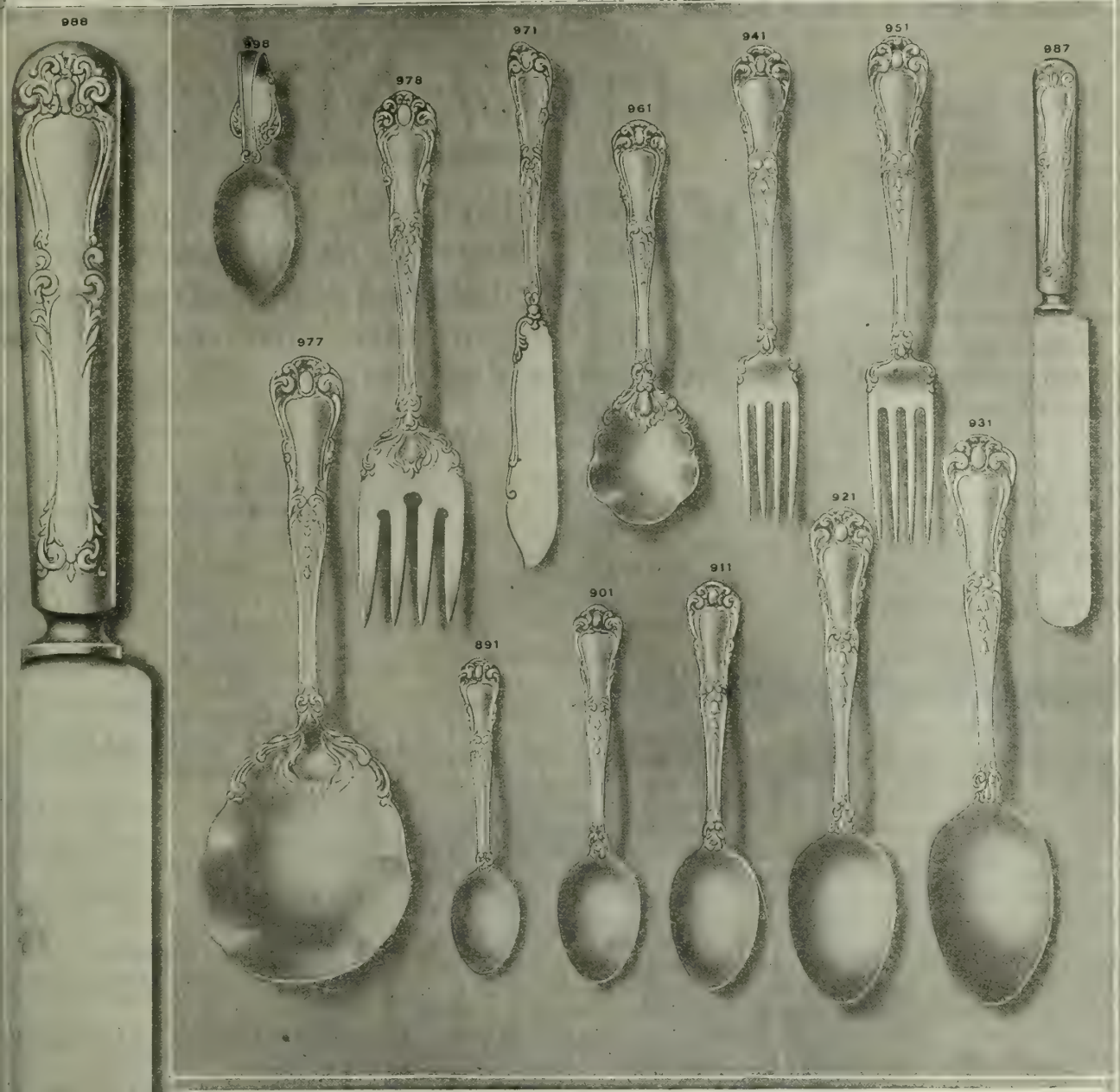
Hardware and Metal Merchants
Brass and Iron Founders

ST. JOHN, N.B., CANADA

Montreal **Winnipeg**

If interested, tear out this page and keep with letters to be answered.

McGLASHAN, CLARKE CO., LIMITED, "SAXON" PATTERN



You can sell the "Saxon" on looks alone—the design is so beautiful. You can sell it on quality—plated in our Standard Plate on 18% nickel silver base. And you can sell it because it's Canadian—truly Canadian.

Write for prices.

McGLASHAN, CLARKE CO., LIMITED

NIAGARA FALLS, ONTARIO

If interested, tear out this page and keep with letters to be answered.

MACLEAN'S MAGAZINE *for* March

Sir Gilbert Parker
Robert W. Service
Stephen Leacock
Alan Sullivan
Agnes C. Laut
H. F. Gadsby
Erman J. Ridgeway
Madge MacBeth
L. M. Montgomery
Norman Lambert
Hopkins Moorhouse
H. M. Tandy
Robson Black
Adam Barnhart Brown
Arthur William Brown
Peter McArthur

BE thankful that Canada has a magazine of BIG calibre. A magazine fit to be placed alongside the best British and American magazines—by the test of those who contribute to it regularly and of ideals.

MACLEAN'S MAGAZINE carries world-famous names in its list of contributors—writers who have an open sesame to any magazine, yet writers that some magazines cannot get, because they fail to measure up to a standard set. Not every or any magazine can have the work of Sir Gilbert Parker, Miss Laut, Stephen Leacock, Arthur Stringer, Arthur E. McFarlane, L. M. Montgomery, Nellie McClung, Robert W. Service, Alan Sullivan, and others whose names are familiar to readers of MACLEAN'S MAGAZINE.

MACLEAN'S MAGAZINE is favored by these fine and high-priced writers because they are Canadian-born or bred and because they are genuinely interested in seeing the land of their birth or adoption have a magazine worthy of the land of their love and of their work and fame. *And they have found this magazine in MACLEAN'S.* MacLean's gives them access to the readership they desire to reach—the man and women of culture and position, of real love for Canada and in earnest to see its nationality enlarge and its destiny advanced.

And so we feel that we have a right to ask you to give MACLEAN'S MAGAZINE a first place in your favor. *It is truly Canadian,* doing a needed service for Canada, and doing this worthily. Doing all that it is doing at a heavy present cost, looking to the future for its larger reward.

You can show your appreciation of what the publishers of MACLEAN'S MAGAZINE are doing by making MACLEAN'S an elect magazine among all magazines enjoying your favor, and by making it better known to others who have your spirit—your sense of Canadian nationality, your purpose to advance Canada in all right and high ways.

At All News-Agents - Fifteen Cents -

Contents of MARCH MACLEAN'S
(CONDENSED)

Jordan is a Hard Road. Serial by Sir Gilbert Parker.

The Guile of Ulysses. By Peter McArthur.

Face Up. By Hopkins Moorhouse.

The Rabbit Revolution. By Adam Barnhart Brown, with illustrations by his brother, Arthur William Brown.

The Above are Stories

Ten Million for the Asking. By Stephen Leacock—a serious contribution on a phase of national finance.

National Policies—How they are formulated and exploited by Parties and Cabinets. By H. F. Gadsby.

Prospects for Peace and Peace's Problems. By Agnes C. Laut. A stirring and thought-provoking article by this wonderful woman writer with a statesman's mind.

The Above are Special Articles

Mrs. Hayter Reed—the woman who is responsible for the decorative schemes of the big C.P.R. hotels. By Madge MacBeth.

H. C. Brewster—Premier of British Columbia. By Norman Lambert. A timely sketch of a man of interest to all Canadians.
These are brief biographies of interesting Canadians—a feature of every issue of MACLEAN'S MAGAZINE.

The Review of Reviews Department condenses for busy readers the cream of the best things appearing in the current magazines of the world. So MACLEAN'S becomes many magazines in one.

The Business Outlook and **Information for Investors** are two features of MACLEAN'S greatly liked and esteemed by many of its readers.

These are Department Features found in every issue

That's a nice-looking line of handles you're selling, *but*—

how about your sales?

Beauty is a good feature for goods to have, but the beauty quite often covers up inferior quality.

You will never have a dissatisfied customer if you sell

STILL'S HANDLES

They sell quickly by their splendid finish and their quality makes repeat orders double-sure.

We manufacture almost every kind of Hickory and Ash Handles. Insist on Still's Handles and take no other.

Order from your jobber. If he cannot supply you, write us.

J. H. Still Manufacturing Co.
ST. THOMAS, ONTARIO

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

Keep your rooms warm and your tempers cool

AVOID DRAFTS

You can rely upon the

"BRITON"

to keep them out

"Britons" keep the door of the world

Made only by

WM. NEWMAN & SONS, LTD.

BIRMINGHAM

The reliance that can be placed in a

"BRITON"

should be your reason for recommendation

Particulars of this and of our other Door Checks of all kinds from

FREDERIC SARA & COMPANY

326 Ninth Ave. West

CALGARY, ALTA.

If interested, tear out this page and keep with letters to be answered.

Quality

THE leader in every industry, to maintain his lead, must safeguard the quality of his products.—Rigid inspection and careful supervision are important factors.—To products of iron and steel this principle applies with tremendous force.—It means safety, security and stability.—We safeguard the quality of our products, believing quality will be recognized long after the price is forgotten.

Service

OUR customers must be served. One of the dominating factors in any successful business is Service.—We succeed only through the good will and good wish of the people we serve.—This thought permeates our entire Organization, from the President down.—Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

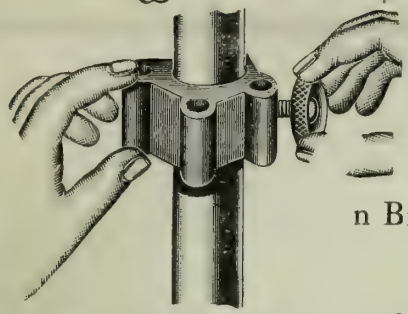
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

TRADE MARK. W.B&C.

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM



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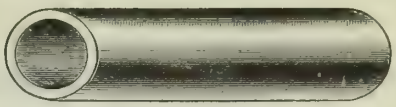

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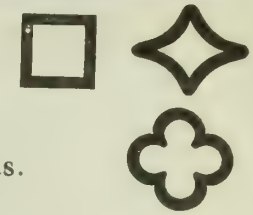

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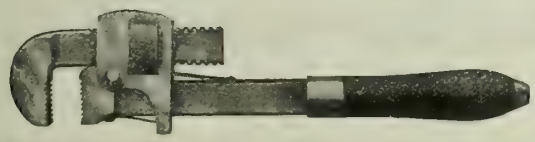

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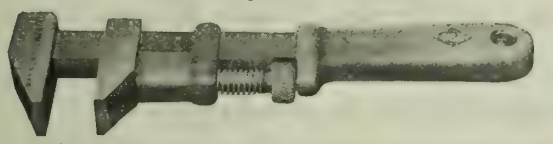

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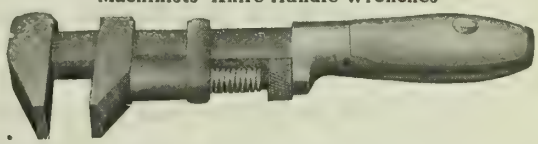

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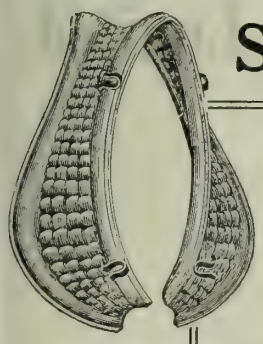

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, MARCH 3, 1917 No. 8

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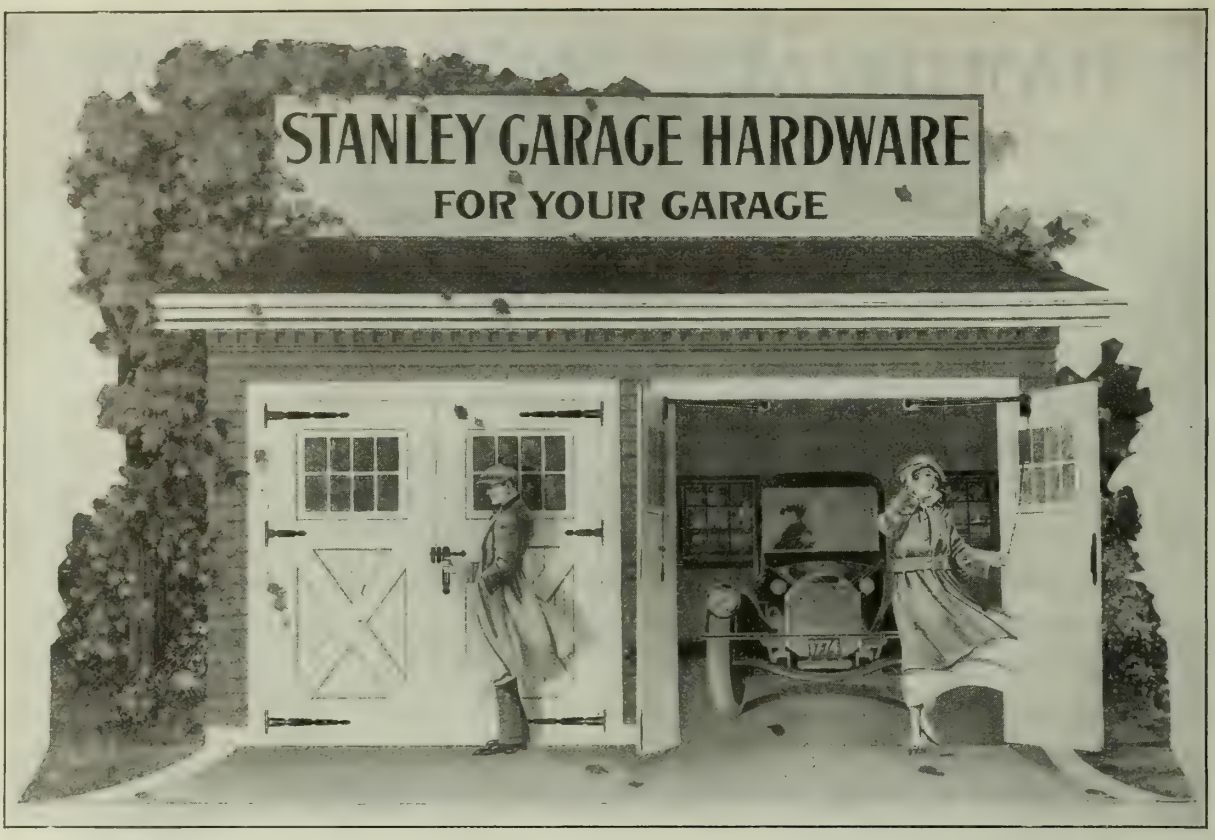

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Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, MARCH 3, 1917 No. 9

What Is Wrong With the Association?

HARDWARE AND METAL believes that at the present juncture it would be in the best interests of the Ontario Retail Hardware & Stove Dealers' Association to "speak out in meeting." The association has reached a crucial stage. This is apparent to everyone connected with it, and at this time, with the recent convention fresh in mind, it would be well for the members to get together in these columns and talk candidly and unreservedly of the affairs of the association, past, present and future—but mostly future. HARDWARE AND METAL will start the discussion with a statement of its views; and will then throw its columns open gladly to a general discussion, welcoming letters from all sources.

At the outset it must be stated that the association has not been the great success it had been hoped to make it. It has done good work as far as it has gone, but it has not gone far enough. The membership is too small and not representative enough of the trade in the larger buying centres. The attendance at the conventions has been too small and every year there has been too much delay in starting meetings, too much waste time, too much dilatory discussion of doubtful value. This may sound like a severe indictment. But HARDWARE AND METAL is convinced that every member will on reflection agree that it is entirely within the facts; and will further agree that to thus openly discuss such matters is very necessary to the future welfare of the association.

* * *

LET it be understood at once that it is not intended to blame individual officers. Every year there have been energetic and capable men among the officers. Every year some of the officers at least have worked earnestly for the achievement of the broadest association aims. The fault can perhaps be traced back to the very outset when the keel of the good ship "O.R.H. & S.D.A." was laid down. It was, perhaps, not as long nor as stout as it should have been; and ever since each set of new officers has endeavored to build anew on the same bottom instead of hauling new timber and starting absolutely afresh. The program each year also has been based largely on what went before. Each set of officers has felt more or less that precedent must be observed. There has been hesitation to accept the idea, or failure to recognize the necessity of cutting away from the old way of doing things—of getting new features, of adopting arbitrary methods of getting meetings started on time, of finding means of practical service, of galvanizing the meetings generally to such a degree that no live hardwareman would *dare* to remain away.

As stated, it would be impossible and unfair to attribute any degree of blame to any individuals. It has been a collective form of backsliding. HARDWARE AND METAL has probably been as much to blame as any of the officers, for not "cutting loose" with more straight discussion long ago.

* * *

THE all-important thing is the future. It is not too late to lay down a new keel. This should be a propitious time to make a new start, for in J. N. McGregor the association has a president of established executive ability, and in secretary Macpherson a real hustler. Also, the war has taught the need for reconstruction along the lines of efficiency. When nations throw precedent and officialdom overboard, it should not be hard for an association to drop its comfortable, smug old habits, and get down to brass tacks.

It should be possible to raise the membership this year, to five hundred. Set that as a minimum mark, Mr. President. Also the reconstruction should be worked out on such a basis that the larger city hardwaremen will join in larger numbers. Get the London crowd in; line up the hardwaremen in Toronto, Ottawa, Hamilton, Brantford, Peterborough, St. Thomas, etc. These dealers can be secured if they are convinced that the association is going to be built into a big, potent force. It is not intended to imply that it is more important to secure the co-operation of the city dealer than of the hardwareman from the country town. The need for a "set" on city members is mentioned only because the representation of city dealers has been conspicuously small.

* * *

AND, equally important, it is necessary for the association to give service. The move to establish an exchange, as discussed at the recent convention, is along the right line. Show the members that something practical is being done. If at the next

convention, say, a member gives a talk on lines that he has found being pushed in departmental stores, let him have samples on hand to show. Further, let him have information as to where the members can secure goods to retail at the same figures. If the association works along such lines it will not be found hard to get the members at the meetings on time. They will be ready to start at 6 o'clock in the morning.

* * *

FINALLY, interest must not be allowed to lag at any time during the year. It is not sufficient to have an occasional meeting of the officers and then a flurry of preparation just before the next convention. Confidential Bulletins should be issued to members regularly. Service plans should be formulated and *put into operation*. The interest of the members should be kept up to a high point.

All this will mean the hardest kind of work for the officers. It can only be made to succeed through the aroused interest of the individual member and the close co-operation of the trade press. HARDWARE AND METAL is prepared to do its share as it has always done. Are you, Mr. Officer and you, Mr. Member?

* * *

The discussion is started. Opinions from all sources on means of making the association a bigger success will be welcomed by HARDWARE AND METAL.

Hamilton Manufacturers Fined!

Disorderly Conduct Leads to Stiff Sentences in Hatch Court — Majesty of the Law Vigorously and Rigorously Upheld by Appointed Minions—One Prisoner Makes His Escape.

COL. Arthur Hatch converted the luncheon given on Thursday last at the Royal Connaught Hotel, Hamilton, to the members of the Ontario Retail Hardware and Stove Dealers Association by the Hamilton hardware manufacturers into a comic opera police court and incidentally provided the

JUDGE ARTHUR HATCH.

most laughable entertainment that it has been the good fortune of his audience to enjoy in some time.

A feature of the luncheon was a drawing contest for a list of prizes supplied by the manufacturers and running all the way from a dozen hand saws to 2 fountain pens. Tickets were sold to every one present for the sum of fifty cents and the proceeds were given to the Babies Dispensary. As the tickets were passed around, Colonel Hatch announced that it was his intention to watch the company closely and punish any unseemly conduct by fining the offenders to buy additional tickets. For this purpose he would need policemen; and he forthwith appointed Messrs. Cinnamon, Oldham, Spence, and Ginder to act in that capacity.

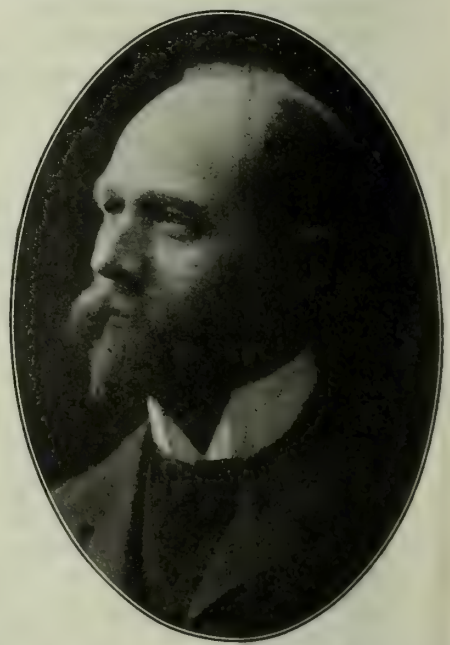
A delinquent was soon discovered "I see Wm. Cummer," announced the Colonel. "I fine him two tickets for making the washing machine that ripped the buttons off Willie Wood's pyjamas." Amid load laughter the policemen hunted up the offender and made him buy the extra tickets.

Charlie Magie, of the Welland Vale Co., was next to come under the magisterical eye. He was fined 4 tickets for "making manure forks that wouldn't manure." This time the offender was marched by the officers up to the head table and compelled to disgorge there.

Harry Wright of E. T. Wright Co. was mulcted three tickets for "taking the retailers through his old dungeon of a factory." The prisoner put up a strenuous kick on his appearance before the beak and was peremptorily fined 2 more for back talk.

Victims were picked out on every hand. Mr. Carrick was hauled up for "making stoves when coal is so dear," Geo. Spence was "soaked" for not being married; Charlie Deitrich laughed too hard at a certain joke told by one of the speakers and was promptly hauled up and assessed; the same joke cost Mr. Dingyee, of the Disston Co., 4 tickets.

About this time the company began to think the process could be reversed and Mr. Wood, who was in the chair, took the initiative with the suggestion that Arthur Hatch be fined all the tickets



POLICE CONSTABLE DAN. CINNAMON.

that were left. It looked for a moment as though the joke had been effectively turned but the doughty Colonel was equal to the occasion. He promptly summoned the police force.

"Attend to this man Wood," he

ordered. "He's fined 4 tickets for contempt of court!"

The fine was paid.

About this time William McMahon of the Union Drawn Steel Co., started to leave the room. The police force pounced upon him and hauled him before the bench, where he was mulcted 4 tickets for attempting to leave the room and resisting arrest. The only culprit to successfully resist the iron hand of the Hatch law was Harry Wright. Although once bitten, he unwisely drew the magisterial attention to himself again with the result that the police force was despatched to "bring him in." He resisted vigorously, calling loudly on the company not to stand by and see an injustice done. He finally got away and thereafter hovered on the outskirts.

As the machinery of legal extraction was grinding too slowly it was decided to resort to open highway methods. Accordingly lots of 5 and 10 were offered at auction and knocked down at anywhere from $10 to $20. Sometimes the lots were knocked down to people who had not bid at all. For instance, a bid of $10 from a far corner of the room carried off one package of 5 tickets. "Sold to H. S. Alexander," announced Colonel Hatch. The police force saw that the victim promptly "pungled in" with the ten spot.

At the finish one lot of 10 tickets was left and by the unanimous voice of the meeting this lot was given to Colonel Hatch for the small sum of $20. And so scores were evened off.

President McGregor was then deputed to pick the winning tickets from a hat and the prizes were apportioned off in that way.

MAKING WIRE AND FENCING

One of the most interesting plants visited by the hardware merchants during the convention last week was that of the Frost Steel and Wire Co. Here the hardware dealers had explained to them all the interesting processes of wire drawing, galvanizing and the manufacture of wire into woven fence, as well as getting the wire ready for a great many other usages to which it is put.

The rolled rods or raw material of different sizes are unloaded from cars by a large electric crane, after which they are taken in ton lots into the cleaning house, where they are passed through a pickling solution of sulphuric acid and hot water, which cleanses them from dirt and all foreign substance. After being rinsed, they are dipped in a tank of slacked lime, which is baked on the surface and keeps the rods clean until they are taken to the draw blocks, where they are cold drawn down to whatever size of wire is wanted. The smaller the wire required, the oftener the operation of drawing down is repeated.

Next comes the galvanizing mills, where the wires are coated with a solution of spelter or zinc to prevent rust. Before the wire passes through the molten zinc, however, it is taken through molten lead of a temperature of about 960 degrees. This process not only toughens the wire, but by the speed in which it is taken through is determined the temper or hardness of the wire. From this lead tank it goes through a vat of muriatic acid and hot water, which is another process of making the wire absolutely clean, as the zinc will not properly adhere to it if there is any dirt whatever on the wire.

The wire, which is kept continually on the move, comes through a large pan or kettle of melted zinc, which adheres to it and forms a coating or galvanizing, which prevents rust. This coating, originally, is somewhat rough, but it is smoothed over by rubbing the wire with hard pieces of asbestos, which are pressed down on it by means of screw wipers

A cold water bath is the next operation, which cools the wire off, and it is rolled up by a set of reels all working together in the large take-up frame. The average coils, when bundled up ready for shipment or to go on to the fence machines, weigh about 150 lbs. each.

The automatic fence looms, which weave galvanized wire into ready-made fence, were an education to the hardware delegates, particularly those who are wire fence dealers. The practical information picked up will be of great help to them in their selling talks.

Some of the automatic machines were making farm fence; others, ready-made lawn fence; some poultry fence. As one delegate remarked: "They seemed to be almost human in the work they do."

The barb wire machines received considerable attention, as did the explanations given regarding the systematic workings of a large fence factory, the chief aim being efficiency, which results in the largest production by a low cost.

The gate department proved to be most interesting. Here, steel tubing is bent, electrically welded at the joints, galvanized, and "filled" with woven wire. The welding process was particularly spectacular.

COMPLETE REPORTS LAST WEEK

A complete report of the proceedings of the Twelfth Annual Convention of the Ontario Retail Hardware and Stove Dealers' Association appeared in last week's issue of HARDWARE AND METAL. *Although the Convention was not concluded until Thursday, a full report of the discussions, question box sessions, election of officers, reports of officers and committees, etc., appeared in last week's issue. Several retailers have commented on the promptness with which the report was published. The effort was undertaken in order to give what* HARDWARE AND METAL *has always striven to give—the best possible service.*

Exports of Oil Cake Shut Off

Several Cars of Seed Have Reached Toronto—With Export of Coke Shut Off Prices for Oil Will Probably Hold Firm for Some Time.

FROM a supercvial glance at the conditions in the linseed oil trade it would appear that conditions would point to easier prices in the not distant future for linseed oil. During the past week several cars of flaxseed reached Toronto and on first glance this might seem to indicate that crushers may soon expect to get plenty of seed from the West. As a matter of fact conditions do not warrant optimism that a plentiful supply of seed will reach Eastern points. It is understood that as yet there has been no arrival of seed to the crushers in Montreal. But as one oil man who is a careful observer of conditions pointed out to HARDWARE AND METAL, even if crushers could get all the seed they could handle, there would probably be firm prices in linseed oil for some time to come. He based his opinion on the fact that the exports of oil cake are now shut off through the operation of the embargo both to Canadian and American crushers. With the coming of the grass feeding season there will be a decreased demand for oil cake for home consumption. Oil cake would become a drug on the market and crushers would have to get firm prices for their oil in order to make up for the loss of a market for the oil cake. Furthermore, another factor that militates against lower prices in linseed oil is that without exception crushers have anticipated their needs with respect to seed and have consequently purchased at somewhere near present high prices. Even should the price of seed come tumbling down there would be no prospect of easier prices until the crushers had worked out their present stocks which have been pur-

(Continued on page 41.)

Keeping Trade at Home

Methods Adopted by Various Communities to Boost Trade in Home Stores and Restrict Buying Outside—How Splendid Results Have Been Obtained in Many Towns—Boosting the Market

EDITOR'S NOTE.—*Despite the fact that the accompanying article from* SYSTEM, *the Magazine of Business, deals exclusively with experiences in American towns, it is reprinted because of the big lesson that it drives home. Merchants who sit back and groan over the aggressiveness of the mail order houses should read this article carefully. It tells how the merchants of any community can join in combating the outside buying tendency by concerted action.*

ONE day last fall a number of merchants and business men of Cadillac, Michigan, might have been seen making their way along the country roads to various neighboring farms. Each man had a potato fork over his shoulder. Most of the stores and places of business in Cadillac were closed for the day.

The men were not having a holiday, however. They had learned that the farmers could not get the necessary help to dig their potato crops—even though they offered four dollars a day—and the potatoes were in danger of freezing in the ground. The business men of Cadillac had turned out to do what they could for the farmers. They did not finish digging all the potatoes, but they at least gave considerable help that could not have been obtained for money, and what was more, they furnished a proof of their willingness to co-operate with the farmers for the good of the community.

Not every community has a potato crop that is in danger of freezing for want of diggers. But business men are finding that there are any number of ways in which they can co-operate with the people of their community to the end that better feeling may prevail and—the real point at issue—the buyers will place their orders at home.

Competition is becoming tremendously keen, and in nearly every community there are forces at work trying to draw orders away from home. The neighboring larger town or city often gets a good share of the business that local merchants might expect to secure. And there almost always are inducements for the customer to sit down at his leisure, finger through a big catalogue, and send his order away by mail.

Counteracting Methods

How can merchants counteract all these forces that tend to draw trade away from them?

In many places merchants find that as individuals they cannot compete effectively against these forces. They are realizing more and more that it is necessary for them to work co-operatively, even with their local competitors, in order to meet the attacks of their more-to-be-feared outside competitors. Hence such undertakings as the potato-digging day in Cadillac, which was intended to bring home to the farmers the willingness of the merchants and business men to serve local interests and the desire to bring about better feeling.

Similar or different methods to check outside competition are being used in other cities. This article—which has developed as the result of an investigation among 74 towns—describes some of the methods which are proving most effective.

Elyria, Ohio, is a good example of a city which has faced outside competition squarely, and is doing constructive work to build up home trade. The "Buy-at-Home" division of the Elyria Chamber of Commerce decided to find out just how much trade was going out of the town, and why the people of Elyria preferred not to buy off local merchants.

A careful check was made of all goods delivered daily to individuals by freight, express and parcel post from out-of-town concerns. In addition, a questionnaire was sent to five hundred householders, asking them to tabulate their experiences regarding the service to be had in local stores, the completeness of stocks, fairness of prices, and the like.

A mass of information was secured in this way. With this at hand the committee called a meeting of all local merchants and laid the facts before them. The report submitted was a revelation to practically all of the merchants. In the first place, they could hardly believe that such large quantities of goods were actually being bought out of town. In the second place, many of the replies received to the questionnaire created still greater surprise.

Signatures had not been asked for on the question blank, so people felt free to criticize. They exercised the privilege in full. Of course, a certain proportion of the complaints were unreasonable, but in many cases they were backed up by statements of actual incidents and were apparently justified. A few of the criticisms, taken from the bulletin laid before each merchant at the meeting, are given below. The various complaints were classified according to lines of business:

Dry Goods—Not enough articles of one kind—underwear, coats, shirts, dresses, and the like. Clerks talk about customers to other clerks in hearing of customers. Clerks do not know goods. Children's clothing selection very incomplete. Waited one hour for five yards of towelling.

Meats—Prices too high. Not shown and handled in sanitary manner; left exposed; handled with dirty hands.

Shoes—Do not carry good line of sizes and widths. No assortment of overshoes. Clerks visit.

Clothing—Cater to cheaper trade only. Assortment lacking in boys' clothing, children's hats and bonnets.

Name_____ R. R. No._____

Miles from Galion_____ Competing Markets_____ Miles

Name of Other Markets_____

Tenant or Land Owner. Number in Family_____ Adults_____ Females_____ Males_____

Daily Paper_____ Do You Buy in Galion?_____

Suggestions_____

Associations in some towns have made out surveys as above. The "Trade Survey" Slip.

Stocks incomplete; can't fit any but standard sizes.

Groceries—Goods not invitingly displayed. Prices too high. Inferior goods substituted for those ordered. Favoritism shown in waiting on customers. Dogs allowed in stores.

Hardware—Stocks too much like those of ordinary country stores — little variety.

General—Clerks inattentive and ignorant of stock. Children imposed upon. Merchants agree to order goods not in stock, but do not keep promises.

Deliveries—Delivery service often unreliable; young children employed; packages tossed about and handled in insanitary manner.

This report convinced the merchants that it was up to them to do something. They decided that a "Buy-at-Home" campaign in Elyria was out of the question until there had been a general house-cleaning by the merchants themselves. A fund was quickly raised, sufficient to provide for a series of lectures upon salesmanship and better business methods in general.

Series of Lectures

The first lecture in the series was given by an expert, following a week's personal study of the situation. During this time he visited most of the stores and talked with many customers. A second lecture was given three weeks later by another sales authority after a similar personal investigation. Neither speaker took pains to spare anybody's feelings.

The second lecturer in particular was able to give names in specific instances of carelessness, inattention and poor service, as well as poorly selected stocks, faults of delivery, too liberal credit, and the like. He did not mince his words, for he was convinced that in order to effect a cure it might be a good thing to hurt the feelings of some. A heated discussion followed his address. Several of the merchants showed that they had been deeply cut by his remarks. There could be no doubt that every man present was compelled to think about his business as perhaps he had never thought about it before.

Profitable results from the lectures were apparent almost at once. One of the department stores, for example, was the store against which perhaps the greatest number of complaints had been lodged. The trouble with this store had been a lack of attention to customers by salesmen—this was due to the absence of proper supervision. In the replies given on the questionnaires, cases had been cited of customers with whom the salesmen were not acquainted, who had walked up and down the aisles for more than an hour, and had left the store without receiving attention. Again,

Roads like this drive farmers to the rival town.

no effort had been made to greet customers entering the store, to direct them to proper departments, or to make sure on their leaving that they were satisfied.

As a matter of fact, the heads of the business were entirely unaware of this customer's dissatisfaction. The store offices were located in the rear of the third floor, and the management was quite out of touch with actual conditions.

As a result of the investigation this store was completely reorganized. The management moved its offices to the first floor, near the front entrance. Here it is possible to keep constantly in touch with customers and salesmen. Every customer entering the store is now met by a member of the firm and directed to the proper department. When he leaves the store, a tactful effort is made to learn whether the service he received was entirely satisfactory—and if not, adjustment can usually be made at once.

A further result of the series of lectures, for the merchants as a whole, has been the organization of a class in salesmanship in the local business college.

The merchants have not only urged their salespeople to take this course, but in a number of instances have paid half the tuition for them.

Get-Acquainted Trips

Following this thorough house-cleaning on the part of the merchants, the "Buy-at-Home" committee made a number of "get-acquainted" trips among farmers within a fifteen-mile radius of Elyria. On these trips the members left attractive souvenirs at each home, together with rebate coupons allowing the holder a discount of 25c upon purchases of goods amounting to $1 or more from any of the Elyria stores whose names appeared on the back of the coupon.

Over six thousand of these rebate coupons were issued. Each user was required to fill in his name and address when he turned in his coupon. In this way an excellent mailing list was compiled.

As a further step towards meeting mail order competition the following pledge has been signed by practically every Elyria merchant:

We, the undersigned merchants of Elyria, agree to meet the prices for the same goods, of the same style and quality, offered under the same conditions by any mail order house or outside retail dealer.

Results Are Shown

The Elyria "Buy-at-Home" campaign has been in operation considerably less than a year—many of its details are not even yet worked out. However, tangible results are already apparent. People of means who had been accustomed to going to Cleveland for their purchases are now entering local stores for almost the first time in many years. The reorganization of the various stores has secured deserved recognition, not only among local people, but among country buyers as well.

The success of the methods worked out in Elyria has been so marked in helping to keep trade at home that some thirty other cities scattered over the Middle West are already putting in operation similar campaigns, modified, of course, to meet local conditions.

The Commercial Club of Wabash, Indiana, for example, has carried out a "Buy-at-Home" campaign along lines similar to those used in Elyria. Local newspapers have supplied valuable cooperation in connection with the campaign.

A common objection which farmers used to urge against trading in Wabash was that it was a poor produce market—they said they could get better prices in other cities. This condition was thoroughly investigated, and a front page article appeared in the several local papers supplying the actual facts. Com-

parative figures were quoted from the morning's market reports showing that Wabash was not only as good a market as the cities near-by, but in a number of instances from one to five cents more was paid for produce than elsewhere.

In the Wabash campaign the policy of urging the purchase of goods in Wabash has been carefully avoided. Efforts are directed to the improvement of local conditions. When faults are corrected the papers advertise the facts to show farmers that mutual trading is to the common interest of both country and city.

How Much Business Merchants Should Secure

The chief feature of another "Buy-at-Home" campaign—that conducted at Galion, Ohio—has been a so-called "trade survey." Galion is a city of ten thousand population. It is surrounded by a rich agricultural district. Galion merchants wanted facts on the amount of business that was going from their community to cities near-by and to the distant mail order houses. Accordingly, a "trade extension" division was formed in the local Chamber of Commerce. The plan decided on was to make a survey of the trade territory within a radius of twelve miles of Galion. The survey had a two-fold purpose. In the first place, the merchants wanted accurate information on where people were buying, and why. In the second place, they wanted to build up a reliable mailing list.

As a result paid investigators were employed. They made house-to-house calls and secured the required information, which they wrote on survey slips, like the one illustrated. About 75 families were reached daily, and in all the investigators got in touch with 5,000 families. The tabulation of replies brought forth many interesting facts. For one thing, more than two-thirds of the people interviewed were buying in Galion. Of the remainder the investigators were convinced a large portion could be induced to buy if Galion's trade advantages were properly presented.

Typical replies to some of the questions on the survey slips were these:

Can't get things when we want them.

We can get more for our butter at B——, so we buy there.

They blame slow deliveries on the railroads, but last week we got a mail order shipment from Chicago right on time.

Dirty store windows.

Dangerous railroad crossing just outside of the city.

Inattention of clerks.

These, of course, were from dissatisfied people. Very many thought conditions were all right. The information, however, revealed to the Galion merchants certain weaknesses, which they set about at once to correct.

Elyria, Wabash and Galion are all good instances of cities which are planning intelligently to keep trade at home. Each city has deliberately set out to learn its faults—and once it knows the truth, has endeavored to remedy its weak points and to make local buying so attractive that people will not care to trade elsewhere.

On somewhat different lines Trenton, Missouri, has been doing equally effective work towards keeping trade at home. There the efforts of the merchants have been directed to building up a strong community spirit. The local commercial club has made the farmers eligible to membership, and now the town and country people are working all the time to push forward their common interests.

In a Better Community Feeling

The imaginary boundary line which used to keep town and country a little apart, exists no longer. From a municipality of seven thousand population, covering four square miles, the city has been transformed into a Greater Trenton, with a population of twenty thousand, and covering some four hundred square miles. The consolidation of schools, provisions for expert instruction on the care of soil and the proper feeding of stock, the building of better roads, greater emphasis on the importance of proper sanitary conditions in houses and barns, are but a few of the many means the club has used to advance community interests.

Not a word is said, however, about buying at home—and no appeal of the sort is necessary. The Trenton farmer buys his goods in Trenton instead of sending his order to the catalogue houses, because he realizes he is getting honest values, and because he feels that his interests and the interests of Trenton merchants are interdependent.

Scores of other cities and towns are finding in the local community club a means of breaking down the imaginary boundary line between country and town. That the community club succeeds as well in the small village as in the city is shown in the good record of the Kiester Community Club, of Kiester, Minnesota. Kiester has a population of only 258, yet there are over 160 active workers in the Kiester Community Club.

One of the conspicuous achievements of this club has been a series of four "good roads days." Townsmen and merchants did the shoveling and farmers furnished the teams. On the last "good roads day" a picnic dinner in the village park was served to the farmers. During the winter months the entertainment committee has kept interest active by arranging debates on farm subjects and addresses by State agricultural agents on silos, dairying, stock-raising and kindred subjects.

Does the merchant, as well as the farmer, benefit by the community club? In Trenton and Kiester they believe he does. Approached in the right spirit, the farmer is glad to give when he gets. Meet him half-way, they say, and it is easy to convince him his interests are identical with those of his city brother—that without the farmer the town could not exist—and without the town the prosperity and markets of the farmer would suffer seriously. Build the right foundation, they urge, and the farmer will think twice before he listens to the inducements of out-of-town competitors.

How a Community Paper is Bringing Results

One way in which a number of towns are laying this proper foundation is through a community paper. About two years ago, for instance, the merchants in Lisbon, North Dakota, decided to publish a journal of their own. Twenty merchants agreed to take sufficient advertising to pay the publishing and editorial cost. This "Get-Together Magazine," as it is called, is published eight months out of the twelve, and is sent without cost to the people of Lisbon and to the country district tributary to Lisbon. It contains 32 pages, two-thirds of which are devoted to advertising. The editorial section is filled with articles of timely interest to townspeople and farmers alike.

Many other communities besides Lisbon have found that papers of this sort serve a definite purpose in building home trade. The community paper satisfies a need which the country newspaper cannot always fill. It brings the merchants of a town to an appreciation of their mutual interests in building up home trade—gives them an advertising medium more valuable, sometimes, than the ordinary small-town newspaper—and provides a means of creating a bond of fellowship between merchants, townspeople and farmers.

All these plans are only different expressions of the realization among merchants that trade may be slipping away, and unusual means must be used to keep it at home. In these various campaigns the appeal to buyers is not made on the basis of sympathy, but rather on the basis of actual, tested service, and dollar-for-dollar value against what the out-of-town competitor can furnish. The results accomplished show what may be done when merchants work in close co-operation.

Standard, Alta.—The Standard Supply Co., hardware and implements have sold to O. P. Larsen.

EDITORIAL COMMENT

DO COMBINES EXIST?

THE Minister of Labor has called the attention of certain firms to "alleged illegal practices," which it is claimed are responsible for many high prices. It is claimed that domestic trade is largely throttled by combines and agreements, and that consumers are being victimized. The Minister, however, directs attention to the fact that the retailers are not receiving undue profits, and their prices are not immoderate. It is quite evident that the investigations have been conducted largely among the manufacturers, wholesalers and retailers of foodstuffs. The Minister states in part, as follows:

"These inquiries and investigations, however, have revealed a widespread system in active operation of buying and selling agreements and arrangements long established by manufacturers and jobbers of various foods, and forced upon retail merchants, fixing commissions, prices, etc., preventing wholesome competition and freedom in domestic trade, restricting the same, and tending to enhanced cost to the consumer."

So far as hardware lines are concerned, the retailers are certainly not taking undue profits. In many instances the retailers have been very backward in advancing prices. It is not uncommon to find retailers selling goods retail at less than wholesale prices. Just how far the Ministers investigation has gone, is not stated. One thing is certain, however, something more drastic than a mere request from the Minister of Labor for a discontinuation of the practices, will be required to oust the "illegal practices," if any exist.

NO SUDDEN DROP COMING

FOR some months past many buyers have followed a very conservative course. Some have unloaded stocks of goods at low prices in order to get from under before the crash comes. In some cases they could hardly be criticized, because it was generally felt some time ago that the top of the market had been reached and that lower prices on many lines were in the offing. Events of the past two months have made it quite clear, however, that high prices are going to prevail for some considerable distance into the future. Prices of many commodities will go still higher, before there is much chance of a decline. This is particularly true regarding hardware products. There is now a greater shortage of many basic materials than at any time since the outbreak of the war. Prices generally are firmer, and the output of many mills is contracted for up to the end of the year, and in some cases into 1918. Some authorities express the belief that the only reason why many mills have not sold up well into 1918 is their unwillingness to contract so far ahead. The average dealer cannot comprehend the immense tonnage of foreign business being rejected. It is stated on good authority that no matter when the war ends the United States steel and metal mills will have enough business on their books to keep their plants running full capacity for at least six months ahead.

There is a feeling now that the war will continue for at least another year, and perhaps longer. There is even now great danger of further complications in the international situation. There does not appear to be any good reason why there should be any appreciable decline in prices of hardware lines for many months to come.

THE AMBITIONS OF LETHBRIDGE

THE duty of the local Board of Trade is to improve the conditions of trade in the locality. Sometimes this ambitious task is carried out successfully. Seldom, however, is it undertaken so thoroughly as in the case of the Board of Lethbridge, Alberta.

Here, in a nutshell, is what they are aiming to achieve out in the shadow of the Rockies where seemingly the mail order menace is felt just as keenly as back east where the catalogue houses abound!

The Lethbridge Board of Trade is organizing the retail merchants of that city to withstand the assaults from the catalog houses of the east. There is no suggestion of any artificial protection, but the proposal is that there should be improved business methods in some direction and a certain amount of co-operation, which would be of advantage to all.

In the first place, the Board of Trade suggests that the merchants have two distinct prices, one a cash price and the other a credit price. In that way the customer may be encouraged to do a cash business. The board also encourages the merchants to limit their credit business as much as possible. The credit business has wrecked many a promising undertaking.

Another move suggested by the Lethbridge board is to have some co-operation in the way of delivery. If Lethbridge is at all like Calgary, an amount of money is wasted by competition in delivery. A central delivery would be a very businesslike arrangement in any city.

The Lethbridge Board of Trade would do well to go even further than that and induce the merchants to encourage their customers to carry their own parcels. If purchasers would carry parcels of a moderate size, the cost of the storekeeper would be greatly reduced. Of course, the customer forgets that in the long run he pays for the delivery.

Good work, Lethbridge. The ideas are sound and sensible. Only—don't forget that the road to commercial stagnation is like the road somewhere else; it is paved with good intentions. Let actions follow the pronouncement of this fine programme and all Canada will sit up and—take lessons.

* * *

PRESIDENT WILSON is still looking for an "overt act." Some people are so hard to please.

EVENTS IN THE TRADE

Business Changes

Toronto, Ont.—Leake & Son, hardware, have sold out to Wm. Howarth.

Minitonas, Man.—Laing & Co., hardware, have sold out to Abraham & Co.

Turtleford, Sask.—E. E. Le Borde is discontinuing his hardware and tin business.

Robart, Sask.—Melina & Hellinger, hardware and implements, has been succeeded by John Hughes.

Obituary

Ayton, Ont.—The death occurred here of Aaron Wenger, for many years engaged in the hardware business.

Personal

J. A. Hossack of the Lufkin Rule Co., Windsor Ontario was a business visitor in Montreal this week.

A. L. Fitzgerald, of the Merrick-Anderson Co., Ltd., Winnipeg, left last Saturday for a week's business trip in the South.

J. M. Lynch, buyer for the Merrick-Anderson Co., Ltd., Winnipeg, returns next week from San Antonio, Texas, where he has been spending the past few weeks, holidaying.

Industrial Notes

Three Rivers, Que.—The Quebec Steel Foundries, Ltd., are building a plant here.

Trenton, Ont.—The British Chemical Co. have extended their plans and have purchased a large block of land in Patricia Park

Montreal, Que.—The Montreal Locomotive Co. have taken out permits for the erection of four distinct additions to their plant. All of these buildings will be located on Notre Dame east.

Hull, Que.—The Hull Iron & Steel Foundries are making extensions to their plants. They have also opened a sales office at 165 Broadway, New York City, to take care of their export business.

Eburne, B.C.—The British Pacific Iron & Steel Co. has placed an order for open-hearth furnaces for the steel plant they will erect on the Fraser River, near Eburne. A site of 10 acres has been secured.

Windsor, Ont. The Canadian Oil Co., proposes to erect a factory for the manufacture of oils, paints, etc. A by-law will be prepared and a vote taken on the question of the city selling a site on Howard Ave. to the company.

Dayton, Ohio.—The Dayton Rubber Co. have just completed arrangements for the erection in Dayton, Ohio, of a large new factory which will have a capacity of 1,000 tires a day. The plant will be ready for occupancy about June 1.

Guelph, Ont.—In a few weeks the International Malleable Iron Co., expects to proceed with the erection of a large addition to their plant. The new building will be 216 feet long, one storey high. Tenders are now being received for the construction.

Kitchener, Ont.—V. O. Phillips and Sons, Kitchener, Ont., have made application for a permit to erect a new addition 60 by 100 feet, to the plant of the Twin City Oil Company, for the purpose of manufacturing a visible gasoline pump, having purchased the Canadian rights.

J. E. PENFOUND,

Who has joined McArthur, Irwin Limited, and will look after the interests of dealers in Toronto and Northern Ontario. Mr. Penfound was formely Western Division Manager of Brandram-Henderson, Limited, with headquarters at Winnipeg.

Campbellford, Ont.—Work has begun on the rebuilding of the Dickson Bridge Co.'s plant here, which was burned some weeks ago. It is stated that the National Mfg. Co., of Ottawa and Brockville, have purchased a controlling interest, but that the firm will still be known as the Dickson Bridge Works Co.

Hamilton, Ont.—The carbon & Alloy Steels Co., Ltd., has obtained a Dominion charter, with an authorized capital of $1,500,000, and will erect furnaces and a foundry plant here, for the manufacture of steel castings, ingots, etc., by the Moffat electric process. The company will also take over the Moffat-Irving Steel Works of Toronto, which will be moved to Hamilton and added to the new plant.

Montreal, Que.—The Thomas Davidson Mfg. Co., have taken out a permit to erect a plant near the Lachine Canal, between the Canada Car and Dominion Mahogany factories, to cost in the vicinity of $25,000. This plant will have dimensions of 200 x 50 ft. and will be used for the manufacture of munitions while the war lasts and then will be used in the manufacture of the company's ordinary product.

Ohio Varnish Co. to Open Canadian Plant

It is understood that the Ohio Varnish Co., Cleveland, Ohio, manufacturers of Chi-namel, will in the near future open a Canadian plant. The company has been doing business in Canada for upwards of six years. It is probable that the plant will be located at Toronto.

CATALOGUES AND BOOKLETS

Auto Accessory Catalogue

A new automobile accessory catalogue has just been issued by the Northern Electric Company, Limited, Montreal. The front and back cover designs were made by Myron Perley, who is one of the greatest commercial impressionistic artists on the American Continent. These designs were reproduced from four-color plates, and give an unusually pleasing effect. The catalogue contains a very complete listing of high-grade electrical accessories for automobiles, motor boats and motorcycles. There are 118 pages in the book, as well as the general index and a special Ford material index.

Catalogue in Spanish

Jenkins Bros., Limited, Montreal, Canada, manufacturers of valves, have entered the leading markets of South America. In this connection they have issued new catalogues, one No. 8-S., printed in the Spanish language, and another, No. 8-P., in Portuguese, both of which fully describe and illustrate valves and mechanical rubber goods suitable for the requirements of power and industrial plants, mines and office buildings.

Veterans in the Trade Pass Away

Wm. H. Evans, Well-Known in Paint Circles, Died in Montreal—Late James Chalmers, Over 30 Years With McClary Mfg. Company.

IN the brief note in last week's HARDWARE AND METAL announcing the passing of William H. Evans, members of the paint trade and hardware business over Canada from coast to coast read of the death of an esteemed friend and veteran of the paint business.

The late William H. Evans came originally from Liverpool, England, and when he first came to Canada in the years of Queen Victoria's reign, just previous to her Jubilee, he was associated with McDougall & Logie. Later he was with the Alexander Ferguson Co., and when these two firms amalgamated and formed the Canada Paint Company Mr.

The Late W. H. EVANS.

Evans was appointed sales manager. For twenty-five years he was with the Canada Paint Company in Montreal, Toronto, and Victoria, B.C., and his business acquaintance in all intermediate cities of importance was exceptionally wide.

He took charge of the Canada Paint Co.'s offices in Victoria, B.C., until the firm, concentrating their executive energies on the Eastern centre, disposed of their offices on the Coast. Mr. Evans then returned East and became sales and advertising manager for the firm in Montreal and Toronto, which position he held until he engaged in business for himself as a manufacturers' agent, representing British firms in the paint and chemical business on a large scale.

In this capacity Mr. Evans travelled widely in Canada, and enlarged his acquaintance, so that there is probably no city in the Dominion in which the item announcing his death has not been read with regretful interest.

A serious automobile accident, no doubt, contributed to the acceleration of his passing away, for though a man of splendid health, Mr. Evans suffered from the shock after being run down by an automobile on St. Catherine Street, Montreal, some four years ago. His leg was fractured in the accident, and, although he made a good recovery, and was still further recuperated by a visit to the Old Country, his activities were lessened by the mishap. One of the oldest members of the St. James Club, and a valued member of the Church of the Advent, he passed away at his home, 127 Clandeboye Avenue, Westmount, on Tuesday, February 20. He is survived by his widow. His funeral was attended by many friends.

JAS. CHALMERS PASSES AWAY

THE death occurred recently at his home, Strathroy, Ont., of Jas. Chalmers, for thirty years a traveler for the McClary Mfg. Co., London, Ont. The late Mr. Chalmers was one of the best known and best liked travelers on the road. "Jim" as he was familiarly known, devoted most of his time to covering Western Ontario for his firm, although many years ago he made a trip through the West as far as British Columbia in the interests of the firm he represented. He was born on March 30, 1841 and was 73 years of age before he retired from the road. At the age of 29 he left the farm and for 14 years engaged in the retail stove and tinware business. The knowledge he had gained of stoves, tinware, etc., in this way stood him in good stead when he joined the staff of the McClary Mfg. Co.

"Jim" Chalmers made many friends. He was a big man physically, had a strong face lighted by a pair of twinkling, humorous eyes. He received a warm welcome wherever he called, a welcome won partly by his long association with those he called on, but mostly through the force of his own personality. He did a great deal of driving and had won the reputation of being a hard worker. His calls included a great many of the small towns, where he had built up a large circle of friends.

HARDWARE LETTER BOX

Electric Ranges

Robt. McVittie, Southampton, Ont.—Please give names of manufacturers of electric ranges.

Hughes Electric Heating Co., Toronto; National Electric Heating Co., Toronto; McClary Mfg. Co.., London, Ont.; Moffatt Stove Co., Weston, Ont.; Hotpoint Electric Heating Co., Toronto. —Ed.

EXPORTS OF OIL CAKE SHUT OFF

(Continued from page 35.)

chased and are at the head of the Lakes in most instances waiting to be moved by the railways. Linseed oil has been in

The Late JAS. CHALMERS.

big demand from crushers, but they have not been in a position to book orders through the uncertainty of the seed situation. During the past week there has been a firming tendency in prices for linseed oil, the range being within 1c. variation, the lowest being $1.39 per gallon for raw and high $1.40.

CATALOGUES WANTED

Fire recently in the hardware store of John Stewart, Westboro, Ont., destroyed all catalogues. Mr. Stewart has opened a hardware store at 648 Somerset Street, Ottawa, and would be glad to receive catalogues from manufacturers.

Geo. A. Marshall, 70 Lombard Street, Toronto, has been appointed Eastern representative of the Erie Handle and Basket Co., Leamington, Ont.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Prices of hardware continue to advance, and there is no evidence of weakening in the prices of iron and steel products. Even though the war should cease suddenly, which is not likely, prices would not move downwards for some time.

Stocks of ingot metals in Canada are very light and prices are firm. Tin advanced further in price during the week, owing to submarine activity and increased insurance rates. The pig-iron situation is unchanged, and some furnaces in both United States and Canada have closed down. The demand for iron and steel is as insistent as ever. Wholesalers have experienced great difficulty in securing deliveries of supplies, owing to the freight congestion. One large wholesaler is anxiously awaiting the arrival of four full cars of freight, one of which was shipped in November, two in December and one in January. A new standard auger bit list has been issued, and new net prices are out on game traps.

There has been a general advance of approximately 10 per cent. in the price of all makes of Canadian builders' hardware. There have also been advances on liquid glue, night latches and padlocks, pocket knives, sash weights, sisal halters, steel hoops, sidewalk scrapers, crosscut saws, shoe thread, auger bits, knife handle wrenches, hog ringers, sad irons, black sheets, gasoline, benzine, coal oil, hemp and jute sewing twine, old materials. Linseed oil is still in firm position in spite of the fact that some cars of flaxseed have been received by Eastern crushers. The shutting off of exports of oil cake and a decrease in domestic consumption with the coming of spring grass for feed is expected to be a factor that will keep prices firm even should seed decline.

MONTREAL MARKETS

MONTREAL, March 1.—Once again the markets for hardware and all the lines manufactured of metals which come within the scope of the hardware trade show advances. The wire products show the most changes this week, but there are many important changes also in the lines of shelf goods, notably a new list on auger bits, and a new list on liquid glues. The shortages of plates continues. There are very few bright plates, and Canada plates to be found. Many other lines are off the market for all but the most infinitesimal enquiries. Further advances in many hardware lines are believed to be imminent, though the past week has been rather a lighter one for the "change-list" men than they have experienced quite frequently of late. Demand for maple sugaring hardware begins strongly now, and there is a renewed demand for munition making hardware. Good business is in the main reported, but traffic congestion still keeps business back a good deal.

Important Changes In Shelf Goods

SHELF GOODS.—It is known that a number of shelf goods items are likely to show changes in price and price adjustments (mostly upwards) in future, and leading wholesalers in Montreal are making revisions of such matters as come within their range. The opinion still strongly prevails amongst wholesale houses that the retailer is continually losing here and there by not following his market changes rapidly enough.

Sandpapers Advance

The cost of glue is principally responsible for the advancing prices of sandpaper. B. & A. sand paper is now quoted at plus 15 per cent. and Garnett, and plus 50 per cent. There may be further advances on sandpapers.

New List on Glues

Two well known brands of liquid glue, Le Page's and Chase's are advanced substantially this week. Following are the list prices on the new revised list issued, which applies to both the brands mentioned per dozen:—1 oz. $1.06; 2 oz. $1.67; half gill $1.80; 1 gill $2.80; half pint $4.50; 1 pint $7.00; 1 quart $11.25; half gallon $21.00; 1 gallon $40.00; 6 gallons $231.00.

All prices quoted are per dozen containers, and the discounts are for Le Page's 25 per cent off, and for Chase's 35 per cent. off.

Builders' Hardware Up

As predicted in HARDWARE AND METAL last week, builders' hardware, Peterboro' Belleville, and Yale goods, all come in for an advance by at least ten per cent. this week. Practically everything in the scope of the term builders' hardware is affected. Demand is not very strong for this line but the advances hold because of cost of manufacture. Door checks have escaped the advance apparently, but there's no certainty even about them.

Night Latches and Padlocks

Yale night latches are advanced ten per cent.; Yale padlocks have advanced only five per cent. according to Montreal information.

Hinges and Butts to Advance

Advances are practically certain to take place shortly on heavy hinges and butts. Both wrought and fancy butts are likely to be affected.

Game Traps Costing More

A general advance on game traps, prices not calculated out to detailed percentage of advance is reported by a large wholesale firm in Montreal. All the familiar lines of what are known as "animal traps" are affected by this advance which is due to cost of materials and of manufacture.

Auger Bits Show New List

An important matter from the point of view of the hardware retailer is the issue of a new list of auger bits. This line has not been subject to a new list for a long time, and many retailers should note the altered prices with interest and profit to themselves. Here are the new list prices, the sizes being in "sixteenths" throughout, per doz.: 3-15th, $6.00; 4 8-16ths. $5.00; 9-10-16 per doz., $6.00; 11 12-16ths, $7.00; 13-14, $8.25; 15-16, $9.50; 17-18, $12.00;

19-20, $14.00; 21-22, $16.00; 24-16th, $18.00.

Different makers have their different discounts but the new list is effective on most frequently asked for auger bits.

Fine Wire Advances

An advance is noted in fine wire black and tinned. The advance takes the form of a discount change to plus 30 per cent. on Numbers 17 and finer grades.

Sash Weights Advance

Not exactly shelf goods, being in the class of the "heavies" sash weights, however, show advances this week. Solid are priced $2.55 and sectional $3.90.

Lumbermen's Tools to Rise

Another line of heavies predicted to be in for a further advance is Lumbermen's tools. This advance if it arrives is an upward movement almost unexpected considering that an advance took place only very recently. But in these days no advance in any line of metal made goods need be unexpected.

Files and Screws Short

Shortages in many lines and sizes of screws and files are again noted by wholesalers. There is an active demand again in munition trades.

Brisk Demand For Enamelled Ware

ENAMELLED WARE AND STOVES.—While the market for stoves, ranges, and heaters of various kinds is at present not making any price movements these are still within the province of possibility, and the demand being good with supplies scarce in the line of raw materials, firm conditions prevail. Enamelled ware is in particularly good demand and manufacturers in Montreal report that the lack of raw materials and slow deliveries of consignments of metals and other materials required in their business is hampering production, and tending to firm up the market continuously.

Rope Market Firm; Materials Scarce

ROPE, TWINE, ETC.—The market for rope and twines of all descriptions is exceedingly firm, although no actual upward changes have been recorded since the end of January. Manufacturers report serious hampering of the industry owing to shortages of raw materials and difficulties of getting supplies. Prices for binder twine are still unannounced for the current season, and there is every prospect that these when they do appear will be found exceedingly high as compared to previous years. The question of raw materials enters into this matter with exceptional strengthening influence. Principal rope prices are contained in current quotations.

Gasoline and Coal Oil Have Gone Up 1c

GASOLINE AND COAL OIL.—changes in price have been reported this week in the market for gasoline and coal oil, both of which products are in firm market, and the effects of transportation troubles are very noticeable in hampering arrival of supplies. The immediate demand for gasoline is connected principally with the field of industrial activity, and is reported steady and even brisk. So far, owing to snow covered roads, there has been little automobile demand. Coal oil in the various grades is quoted 1c per gallon higher this week, Royalite selling at 15 cents, and Palacine at 18 cents per gallon. Gasoline quotes at 30½-31c per gallon.

New Higher Prices On Various Wires

NAILS, WIRE, ETC.—Wire nails quote at the same base price this week as last week, that is $5.00 base in Montreal, and predictions are not absent from market opinions that they may yet go higher. Some hints have even been heard of $6.00 base especially if war's tenacles extend to United States when weird effects upon markets are anticipated. Cut nails keep at $4.70 base so far. Fence staples (plain) have gone to $5.10 base, and galvanized to $5.95 base. Hay wire in coils has advanced per hundred lbs. to the following standards of price: No. 13, $5.15; No. 14 $5.20; No. 15, $5.30. Car load prices 5 cents less per hundred lbs. Following prices are also quoted on cut hay baling wire, constituting a twenty-five cent advance; No. 9, $5.50 per hundred pounds; No.10, $5.55; No. 11, $5.65; No. 12, $5.75; No. 13, $5.85; No. 13½, $5.85; No. 14, $6.00; No. 15, $6.25

One large firm of wholesalers quotes the following prices on hay baling wire (cut) prices being plus 7½ per cent. No. 9, $5.10 per hundred pounds. No. 10, $5.15, No. 11, $5.25; No. 12, $5.35. No. 13, $5.35; No. 13½, $5.45; No. 14, $5.60; No. 15, $5.85. "Ironbrite" wire is quoted at $5.25 per hundred lbs. base f.o.b., Montreal, St. John, N.B., Toronto, Hamilton, and London; freight equalised, by one large firm. Bale ties are also advanced, the prices quoted being as follows per hundred lbs:—Bale ties. No. 12, $5.55; No. 13, $5.65; No. 13½, $5.70; No. 14, $5.80, No. 15, $6.00; No. 16, $6 25. Prices per hundred pounds fo.b. Montreal, Hamilton, Toronto.

Stove pipe wire No. 18 is priced at $6.45 per hundred pounds, No. 19, $6.95 per hundred, this week in Montreal. O and A wire prices have advanced 25 cents No. 10 now $5.41; No. 11 $5.47, and No. 12, $5.55. Smooth steel wire 0-9 gauge is now at $5.25 base.

The whole market for wire and wire products could not well be firmer, and under present conditions even higher prices later on might arrive relentlessly.

Advances Noted in Sheets and Plates

SHEETS, PLATES, ETC.—The shortages in sheets and plates, both plain iron, and galvanized, also tinplate, waster cokes, and tinned iron have inevitably firmed up prices, and firmer prices will be noted this week in tinned iron in case lots up to 24 gauge. This is now priced $16.50 and 26 gauge is $17.00 as will be seen in current quotations. Queen's head galvanized sheets are also advanced in price by 25 cents in case lots as compared with last week's current quotations, and 50 cents in less than case lots. Gorbals "Best-Best" remain as quoted last week in current quotations. One firm has advanced prices of black sheets over the quotations given in current quotations, but other firms selling in large quantities when supplies can be had sufficiently, still quote at current quotation prices. The advanced prices on black sheets as found in one influential quarter as regards smaller orders for these are as follows: No. 10 guage $6.60; No. 12, $6.70; No. 14, $6.45; No. 16, $6.50; No. 18, $5.80; No. 20, $5.80; Nos. 23-24, $5.85; No. 26, $5.90; and No. 28, $6.00 per hundred pounds.

"Band Iron" Is Not Made: "Band Steel" Now

IRON AND STEEL.—The market conditions affecting iron and steel are unchanged this week, if anything the various difficulties of the past weeks are intensified, though in certain cases where new business was being looked for, firms were found ready to book orders farther ahead than some of their competitors. There is considerable uncertainty in the whole market in view of the precarious position of the United States on the brink of war as many judge, inevitably. A point worth noting by many retail hardwaremen in the country districts is that the class of iron known as 'Band iron' is not manufactured any more. Band steel has supplanted this material in market usage, according to one very large firm of wholesalers who receive daily enquiries for the obsolete 'band iron'. It would be well for retailers interested to note this change in market conditions. No changes in price of the various iron and steel products listed below are noted

this week, but the market is very firm, and the nominal quotation of $38 to $40 per ton is still all that is available as a guide in this direction.

	Basis.
Common bar iron, per 100 lbs.	$ 3.40
Refined iron, per 100 lbs.	3.65
Horseshoe iron, per 100 lbs.	3.65
Norway iron	11.00
Mild steel	4.30
Band steel	4.30
Sleigh shoe steel	4.30
Tire Steel	4.50
Toe calk steel	5.20
Mining tool steel, per lb.	0.13½
Black Diamond tool steel, per lb.	0.14½
Spring steel	6.00

Lead Products Show Further Advances

LEAD, ZINC, ETC.—The market for the metal in the ingot is still firm, though without actual price advances at the time of writing, but lead products affected by last week's changes in the market for lead are advanced in several respects. Lead traps and bends are this week quoted at plus ten per cent. instead of nett list as formerly. Lead wool has gone up to 16 cents a pound. Three pound (to square foot) lead sheets are now at 17 cents a pound, and the three and a half pound sheets are the same price. Four pounds to a square foot lead sheets cost 16 cents a pound this week which is an unchanged price, though market conditions are very firm for these. Zinc products are still priced at last week's quotations.

Lead pipe, lb.	$0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	Plus 10%	....
Lead wool, lb.	0 16	....
Lead sheets, 3 lbs. sq. ft.	0 17	....
Lead sheets, 3½ lbs. sq. ft.	0 17	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 37	....
Solder, strictly, lb.	0 35	....
Solder, commercial, lb.	0 33	....
Solder, wiping, lb.	0 33	....
Solder, wire, lb.	....	0 52
Zinc sheets, per lb.	0 33	....

Market For Old Materials Quiet

OLD METALS.—Owing to the difficulties of transportation which still prevail in the district of Montreal and vicinity there is no particular change in the conditions affecting demand and prices for old metals. Supplies are not very plentiful at present. Quietness of the general market for metals is usually reflected in the old metal market, and this is the case for the current week. Prices quoted are unchanged from quotations of last week.

Tea lead	0. 6½	.....
Heavy lead pipe	0. 8½	.....
Yellow brass	0.16	.....
Red brass	0.20½	.....
Light brass	0.10½	.....
Heavy zinc	0.10	.....
Heavy copper	0.27	.....
Old cast iron, per gross ton.	18.00	19.00
Stove plate, per ton	11.75	.....
Old rubbers, boots and shoes	0. 8¼	.....
Overshoes, lumbermen's rubber boots	0. 6½	.....
Auto tires	0. 5½	.....
Bicycle tires	0. 2¼	.....

Ingot Metals in A Quieter Market

INGOT METALS.—In the midst of a certain quietness of tone in the market for ingot metals tin was reported to be showing a little more strength, the other metals for the most part maintaining their price standards as quoted last week as far as large supplies are concerned. Some price shadings are always possible in respect to supplies of smaller quantities, but the general tone of the metal markets this week has been rather quieter.

Tin Slightly Firmer

TIN.—Firmness, due to difficulty in securing supplies is reported this week as regards tin, and for large orders the prices have been showing a tendency upwards, one important source of supply quoting $50 to $52 per 100 pounds for tin as compared with $49-$51 last week. For smaller quantities $56 to $57 per hundred was quoted.

Lead Steadily Firm

LEAD.—Lead keeps up its records in the Canadian market for metals but there have been no exciting phases of the struggle in the week following last report, and at time of writing lead is still steady at the prices quoted last week. For large quantities from $11.00 to $12.00 per hundred pounds is quoted, and from $14.00 to $14.25 is mentioned for smaller quantities. Delivery troubles are not at all alleviated as regards the heavy metals.

Aluminum Varies in Price

ALUMINUM. — Various kinds of aluminum are offered on the market at present, and various prices prevail for these. The average quotations for virgin aluminum range between $58 and $60 and $65 per hundred pounds. Remelted 99 per cent. aluminum is quoted at from $52 to $54 per hundred pounds. Remelted alloyed aluminum is $38 to $40 per hundred pounds, while powdered aluminum is quoted from $86 to $92 per hundred pounds.

Copper Keeps Strong

COPPER.—The market tone for copper which was firmer last week, keeps still steadily strong. Prices quoted in Montreal are from $36 to $39 per hundred pounds, small orders being filled at the higher quotations.

Spelter Still Steady

SPELTER.—There has been no special movement to record in spelter during the week following last report, and at the time of writing spelter is in market condition rather similar to the reported market of last week. Prices quoted in Montreal are still ranging from $13 to $14 per hundred pounds for the larger orders, and $16 for smaller quantities with possible shadings to firmer.

Antimony Steady Also

ANTIMONY.—In still rather quiet demand, antimony is quoted at the prices prevailing last week per hundred pounds. As high as $38.50 has been mentioned for small orders, and $31.00 to $33.00 for smaller quantities of the metal to suit requirements.

TORONTO MARKETS

TORONTO, March 1.—Some changes in prices of various lines of hardware cover an extensive line, such for instance as the advance in Canadian builders' hardware and all wire goods. Padlocks and night latches have again been moved to higher levels. There have been a number of changes also in various lines of shelf hardware, such as liquid glue, pocket knives, sash weights, sisal and jute halters, steel hoops, sidewalk scrapers, furnace scoops, crosscut saws, shoe thread, auger bits, knife handle wrenches, hog wringers, sad irons. The freight situation has not improved any. Business has been very good, but still most unsatisfactory in view of the shortages in lines and difficulty attached to getting goods in and out over the railroads.

Builders' Hardware Advances 10 *Per Cent.*

BUILDERS' HARDWARE.—Following the recent advance in all lines of American builders' hardware, an advance has been made effective by Canadian manufacturers, which provides for an increase of 10 per cent. On iron and steel goods the discount is now 25 and 2½ per cent., as compared with 33 1-3 per cent. formerly. On brass and bronze lines the new discount from list is 22½ per cent., as compared with 25 and 5 per cent. formerly. Some of the articles that are included are rim locks, which have made an advance of 20c per dozen, and are now quoted at $2.05; while door knobs, with japanned mountings, are 15c higher, and are now quoted at $1.80 per dozen.

Night Latches and Padlocks Again Go Up

LATCHES, PADLOCKS.— Wholesalers have been advised of an advance in the price of the Canadian Yale & Towne night latches and padlocks. In

the instance of the night latches the advance has been 10 per cent., and on padlocks the increase has been 5 per cent. Advances have accordingly been made by wholesalers to the retail trade.

Liquid Glue, Pocket Knives and Other Lines Up

SHELF HARDWARE.—There have been a number of increases in shelf hardware during the week, which are found quite generally in the stocks of hardware merchants. Taken altogether the list of changes during the week have been numerous, and shelf goods have contributed a fair proportion of the advances.

Liquid Glue Higher

An advance has been made effective in Lepage's liquid glue in the larger sizes. For the ¼-pint sizes the new price is $2.10 per dozen; for the ½-pint size the price is $3.40 per dozen; one-pint size $5.25, and one-quart size $8.45 per dozen.

Pocket Knives Up Again

Following an advance within recent weeks in all Rodgers' table cutlery and pocket knives, a further advance has been made effective during the week on pocket knives, which amounts to about 10 per cent.

Sash Weights Up $1

Advances have been recorded in sectional and solid sash weights, which in the instance of the sectional amounts to $1 per hundred pounds, and in the case of the solid 25c per hundred. Sectional are now sold at $3.50 per hundred pounds and solid at $2.25 per hundred.

Sisal Halters Up Again

Advances have been made in sisal and jute halters during the week, which in the case of the former amounts to $3.60 per gross on the 7-16 inch and $5.50 per gross on the 9-16 inch halter. The price of the 7-16 inch is now $21.60 per gross and for the 9-16 $32.50. Jute halters have also advanced, and are quoted at the same price as the sisal halters. A firmness has been put into this market through the high price for sisal fibre and the shortage of stocks of jute which has led the Government of Great Britain to commandeer all stocks in the Islands.

Steel Hoops Up 50c Hundred

An advance of 50c per hundred pounds has been made in price of steel hoops, the new selling price being $6, as compared with $5.50 formerly. There is a continued firmness in the steel market, which has worked out in an advance in this commodity.

Sidewalk Scrapers Higher

New prices have been named on sidewalk scrapers and snow shovels for delivery next season. In the sidewalk scrapers, the Fox brand are quoted at $3 per dozen, which represents an advance of 75c, while the Bulldog is quoted at $4.50 per dozen, which represents an advance of 50c per dozen.

Sandpaper 15 Per Cent. on List

Prices on sandpaper have recently been made effective by some wholesale houses, which is now quoted at 15 per cent. on list for B. & A. goods.

Furnace Scoops Move Up

Following the recent advance in spades and shovels, an advance has been put into effect on furnace scoops. These are now quoted at $6.75 per dozen.

New Prices on Crosscuts

New prices on Simons and S. & D crosscut saws have been announced during the week, which provide for a substantial increase. On the Racer Lance No. 1, 4½ feet in length, the price is $3.15 each, $3.50 for the 5-foot, $4 for 5½-foot, and $4.75 for 6-foot.

Shoe Thread $1.64 Pound

A further advance has been made in the price of shoe thread, which now makes the price on certain brands $1.64 per pound. Before the present upward trend in prices or in pre-war times this commodity sold at 60c per pound.

New Discount on Auger Bits

A new discount on Irwin auger bits has been announced during the week, which provides for approximately a 5 per cent. increase. The discount is now 30 and 5 per cent., as compared with 40 per cent. formerly.

Knife Handle Wrenches Up

Knife handle wrenches of the Whitman & Barnes make have been advanced in price, and are now quoted at 15 per cent. off list.

Hog Ringers Are Higher

In conformity with the advances in many other lines, hog ringers got in the procession during the week, and No. 1 are now quoted at $1 per dozen, while No. 2 is quoted at $1.75 per dozen.

New Discounts on Alabastine

Discounts on alabastine have been changed, which provide for a substantial increase. The discount is now 50 and 25 per cent. off list, as compared with 55 and 28 per cent. formerly.

Sad Irons Advance

Mrs. Potts' sad irons have been moved to higher levels, and are now quoted at $1.30 per set for the plain and $1.35 per set for nickel-plated.

All Wire Products Advance 25c Hundred

WIRE.—As intimated in HARDWARE AND METAL for several weeks past, there was a firmness in the wire products market that pointed toward higher prices. An advance of 25c per hundred pounds has become effective in cut hay baling wire, hay wire in coils, smooth steel wire, wire bale ties, stovepipe wire, and fine steel wire.

According to the new prices effective on cut hay baling wire, No. 9 will sell at $5.50 per 100 pounds, No. 10 at $5.55, No. 11 at $5.65, No. 12 at $5.75, No. 13 at $5.85, No. 13½ at $5.85, No. 14 at $6, and No. 15 at $6.25. These prices are f.o.b. Toronto and Hamilton.

Hay Wire in Coils

For No. 13 hay wire in coils the new price is $5.15 per 100 pounds, and for No. 14 the quotation is $5.20; while No. 15 will sell at $5.30 per hundred.

Smooth Steel Wire

In the smooth steel wire the base gauges of Nos. 0 to 9 are now quoted at $5.25, with the usual extras for the smaller gauges, which are given in the current quotations.

Wire Bale Ties

In the wire bale ties the price for No. 12 is now $5.55 per 100 pounds, No. 13 is $5.65, No. 13½ is $5.70, No. 14 is $5.80, No. 15 is $6, and No. 16 $6.25. Oiled and annealed wire in the No. 10 gauge is now quoted at $5.41, No. 12 at $5.47 and No. 12 at $5.55.

Stove Pipe Wire Also Up

Stovepipe wire is also among the wire products that has been increased, and No. 18 is now quoted at $6.45 per 100 pounds, and No. 19 at $6.95 per 100 pounds.

Fine Steel Wire

The price of fine steel wire also has been moved higher, and instead of adding 20 per cent. to list prices, the new prices make provision for the addition of 30 per cent. This will be in the neighborhood of a 15 per cent. advance on this commodity.

Wire Nails Have Been Moved Up 25c in Week

NAILS.—Standard steel wire nails have been advanced during the week, and are now selling at $5 in certain sections. The upward tendency has been to the extent of 25c per 100 pounds. At Toronto, London, Hamilton and Milton the f.o.b. price is now $4.95 base, while at Montreal the base price is $5 per 100 pounds. The probable trend of this market has been anticipated in these columns for weeks past. At Gananoque, Collingwood, and Owen Sound the price is also $5 base. For Windsor and Walkerville the prices are $5.02½ f.o.b., factory points, with freight allowed on carloads. An advance of 25c per hundred in cut nails has also become effective, which advance was recorded last week. At Toronto the base price is now $4.75.

Lawn Mowers Make Advance of 20 Per Cent.

LAWN MOWERS.—Another advance of 20 per cent. has been made on the price of the lawn mowers through the changing of the discount to 40 per cent. off list. Advances were recently made in this line of goods, and the Taylor-Forbes Company now announce additional increases in their various makes, applying to Daisy, Star, Woodyatt and Empress. The householder will even find it costs more to cut his grass this year.

Steel Game Trap Prices Are Adjusted

GAME TRAPS.—By an adjustment in the prices of steel game traps slightly different prices have become effective on some of the lines. Quotations on some of the makes are now as follows, which are now net prices instead of list and discount as formerly:—

Victor, with chain—No. 0, $1.30 doz.; No. 1, $1.65 doz.; No. 1½, $2.45 doz.; No. 2, $3.45 doz.

Oneida Jump, with chain—No. 0, $1.80 doz.; No. 1, $2.15 doz.; No. 1½, $3.20 doz.; No. 2, $4.65 doz.

Hawley & Norton, with chain—No. 0, $2.15 doz.; No. 1, $2.50 doz.; No. 1½, $3.75 doz.; No. 2, $5.25 doz.

Newhouse, with chain—No. 0, $2.90 doz.; No. 1, $3.45 doz.; No. 1½, $5.15 doz.; No. 2, $7.60 doz.

Fence and Poultry Staples Go Higher

STAPLES, FENCE HOOKS.—An advance of 25c per keg has been recorded in the price of fence staples and bright in kegs are now selling at $5.10 per 100 pounds, with the 25-lb. boxes at $5.35 per 100 pounds. Galvanized fence staples in kegs are quoted at $5.95 per 100 pounds, and in 25-lb. boxes at $6.20. Poultry netting staples have also been moved to higher levels, and the new prices are no was follows:—100-lb. kegs, $9.95 per 100 lbs.; 50-lb. boxes, $10.25 per 100 lbs.; 25-lb. boxes, $10.35 per 100 lbs.; 10-lb. boxes, $10.75 per 100 lbs. Fence hooks are also 25c per 100 pounds higher, and are now quoted at $5.95 in 100-lb. kegs, and $6.20 in 25-lb. boxes per 100 lbs.

Range Boilers Are Up; Enamelware Market Firm

RANGE BOILERS, ENAMELWARE. An advance of 50c has been made in the price of the standard 30-gallon range boiler, the new quotation now being $10.50 each. For the extra heavy 30-gallon range boiler the price is now $13 each, as compared with $12.50 formerly. Enamelware is in firm market, and business in bath tubs and sinks has been fairly good. The market for pig iron is high, with a tendency to advance, and it is anticipated if the situation continues there will be higher prices for cast iron enamelware as a result. One firm reports their business during the month of January this year in enamelware was double that of January last year. February gives promise of being a better business month than the same month last year.

30-gallon range boilers, standard	$10.50
30-gallon range boilers, extra heavy	13.00
Bathtubs, roll-top, 4, 4½, 5 feet, 24 to 30 in. wide	23.70
Bathtubs, 5½ ft.	27.30
Sinks, roll-top, 18 x 30 in., staple	12.15

Malleable Fittings Due For An Advance

SOIL PIPE, FITTINGS. — Manufacturers have advised dealers that the price of malleable fittings have been advanced from 10 to 15 per cent. Wholesalers have not yet moved their quotations higher but it is highly probable they will in the near future. The discount on malleable fittings is now 15 per cent. off list and will probably be selling net list in the not distant future. The situation in soil pipe continues to be one of great firmness owing to the difficulty manufacturers are experiencing in getting the supplies of raw materials and coke. Shipments have been held up through embargoes and this has made manufacturers reluctant to give quotations on goods they were not sure they could deliver. There is a firm and advancing market in pig iron, which taken together with the coke situation, has led some dealers to look for higher prices in the near future. Demand for soil pipe at present is somewhat light, except where it is being used in munition plants. Following are the discounts:

	Discount
Medium and extra heavy soil pipe, 6-inch and under	55%
8-inch soil pipe	40%
Medium and extra heavy fittings, 6-inch and under	60%
Malleable fittings	15%
Cast iron fittings	45%

Black Sheets Have Been Moved Higher

SHEETS, PLATES. — With the heavy demand for black sheets and the recent firmness in the market there has been a movement toward higher prices in certain quarters during the week, with the probability that other dealers will be quoting higher also in the near future. For the No. 10 and No. 12 gauge the low price is now $6 per 100 pounds as compared with $5.60 quoted last week. Other gauges have advanced also. Quotations are given in the current market columns. Galvanized sheets are also in firm market, with an inclination to advance but as yet no actual advance being recorded. Galvanized shingles and painted shingles held in a firm market.

Iron and Steel Prices Maintained

IRON AND STEEL.—The market in iron and steel commodities held firm without any advances being recorded. There is a continued good demand and dealers state they cannot see that the top of the market has been reached as yet. Following are the quotations:

Common bar iron	$	$ 4 00
Common bar steel	....	4 25
Refined iron	....	4 25
Angles, base	....	4 75
Horseshoe iron	....	4 25
Norway iron	7 50	12 00
Mild steel	....	4 25
Tire steel	....	4 45
Toe calk steel	4 90	6 00
Sleigh shoe steel	....	4 50
Band steel	4 50	4 75
Spring steel	....	6 00
Mining tool steel	14 00	25 00
Sheet cast steel	25 00	35 00
Spring steel	....	6 00

Small Stocks Of Ingot Metals

Ingot metal stocks are exceedingly light, and there is a good demand. Tin made the greatest price advances during the week. A wide range of prices is quoted between prices to large and small buyers. Should trouble develop between the United States and Mexico the metal markets may be seriously affected. The local demand at present is greater than during the corresponding period of last year.

COPPER.—Copper stocks are very light and there is a good demand. Supples are scarce and the price is nominal at 38c lb.

TIN.—Owing to submarine activity and the increased insurance rates, tin has moved higher. Stocks are light locally and quotations range from 52½c to 55c lb.

SPELTER.—Supplies are very scarce locally and quotations range from 13½c quoted large buyers to 16c lb. in small lots.

LEAD.—The lead market continues firm. Prices quoted by inrependents at New York range from 1½c to 2c lb. over the "Trust" price. Prices locally range from 12¼c to 13c lb.

ANTIMONY.—The market is quiet but firm, with supplies scarce. The price is 35c lb.

Aluminum.—Aluminum is unchanged at 68c lb.

PIG IRON.—The pig iron market continues very strong with very little improvement in freight conditions. The difficulty being experienced in getting coke and other raw materials, combined with a shortage of labor is checking furnace production. A large number of furnaces in the States are banked owing to the shortage of coke, while this material is also increasing in cost. The

situation in Canada is still acute with no immediate relief in sight.

Old Materials Again Make Some Advances

OLD MATERIALS.—Advances have been made in a number of lines of old materials owing to the strength in this market. Tea lead is being quoted ¼c higher per pound, heavy lead pipe is ¾c higher, red brass has advanced 1c, while light brass has declined ½c per pound. Heavy copper is quoted up 1c at 29c per pound. There is an underlying strength to the market for old materials and dealers are inclined to anticipate higher prices. Demand is very good. Following are the prices being paid by dealers:

	Per lb.	
Tea lead	$ 0 06½	......
Heavy lead pipe	0 09½	......
Yellow brass	0 17	......
Red brass	0 22	......
Light brass	0 10	......
Heavy zinc	0 09½	......
Heavy copper	0 29	......
Old cast iron, per ton	16 00	......
Stove plate, per ton	14 50	......
Old rubbers, boots & shoes	0 08¾	......
Overshoes, lumbermen's rubber boots	0 06½	......
Auto tires	0 06	......
Bicycle tires	0 03½	......

Lead and Zinc Products Held Steady During Week

LEAD AND ZINC PRODUCTS.—There is a continued firmness in the market for lead and zinc products due to the firm position of the ingot metals. Spot lead in the New York market during certain days was quoted down slightly but the downward trend has not been sufficient to affect the local market for the products. Following are the quotations:

Lead pipe, lb.	$0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	10% on list	
Lead wool, lb.	0 15	....
Lead sheets, 3 lbs. sq. ft.	0 15¼	....
Lead sheets, 3½ lbs. sq. ft.	0 15¼	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 15	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 34	....
Solder, strictly, lb.	0 32¼	....
Solder, commercial, lb.	0 31¾	....
Solder, wiping, lb.	0 31½	0 32
Solder, wire, lb.	0 35	....
Zinc sheets, per lb.	0 25	....

Italian Hemp and Jute Sewing Twines Up

CORDAGE TWINES. — Advances have been put into effect on Italian hemp sewing twine by the manufacturers of 3c per pound and on jute sewing twine of 1½c per pound. The commandeering of supplies of jute in the United Kingdom has operated to put a firmness in the market although it will in all probability not shut off entirely the supplies that reach United States and Canada. It is pointed out by twine men that these supplies can still come from India by direct steamer to Boston. There is a scarcity of the Italian hemp, however, owing to war conditions and difficulty of obtaining tonnage. Some orders for spring delivery of cordage are now being sent out in the hope that it will reach dealers in time for the spring trade. Manufacturers are having increased difficulty in getting raw materials through the operation embargoes and shortage of tonnage. Prices on binder twine have not yet been announced.

Spring Shipments of Stoves Going Forward

STOVES, ENAMELWARE.—Manufacturers have commenced shipping out goods that have been booked for spring delivery on oil stoves and oil heaters. There has been a good demand for these and merchants are anxious to get their stocks in hand as soon as possible. There is a lull in the demand for gas ranges at the present time as compared with the heavier demand a short time ago. Enamelware is in firm market and sales are being made readily. There have been no price changes during the week.

Gasoline and Coal Oil Advanced 1c Gallon

GASOLINE, COAL OIL.—An advance of 1c per gallon has been made effective in the price of gasoline and benzine and coal oil during the week. Gasoline is quoted at 29½c-30c per gallon and benzine at 28½c. This price for gasoline is now 1c higher than it was at the highest point last year. With a still heavier consumption anticipated during the spring and summer months and with production holding about steady there are oil men who strongly assert that the prices of last season will seem low in comparison with those that may prevail this year. Coal oil on all grades has been advanced 1c per gallon. Prime white petrol is now selling at 14c per gallon, Royalite, 14c, Palacine 17c, Tompoline 15c, Electroline 18c.

LONDON MARKETS

LONDON, Mar. 1.—Farmers in this district are commencing to buy goods for their spring work. Among the many articles that are beginning to move freely are sap buckets and supplies in preparation for syrup-making season which is expected to begin in the not distant future. Business in the district is seasonably good and collections continue satisfactory. There have been advances in the price of many lines during the week, including nails and wire.

All Wire Products Advance 25c Hundred

WIRE. — As intimated in HARDWARE AND METAL for several weeks past there was a firmness in the wire products market that pointed toward higher prices. An advance of 25c. per hundred pounds has become effective in cut hay baling wire, hay wire in coils, smooth steel wire, wire bale ties.

Baling Wire Prices

According to the new prices effective on cut hay baling wire No. 9 will sell at $5.50 per hundred pounds; No. 10 at $5.55, No. 11 at $5.65, No. 12 at $5.75, No. 13 at $5.85, No. 13½ at $5.85, No. 14 at $6 and No. 15 at $6.25.

Hay Wire in Coils

For No. 13 hay wire in coils the new price is $5.15 per hundred pounds, and for No. 14 the quotation is $5.20, while No. 15 will sell at $5.30 per hundred pounds.

Smooth Steel Wire

In the smooth steel wire the base gauges of Nos. 0 to 9 are now quoted at $5.25. with the usual extras for the smaller gauges, which are given in the current quotations.

In the wire bale ties the price for No. 12 is now $5.55 per hundred pounds, No. 13 is $5.65, No. 13½ is $5.70, No. 14 is $5.80, No. 15 is $6 and No. 16 $6.25. Oiled and annealed wire in the No 10 gauge is now quoted at $5.41, No. 12 at $5.47 and No. 12 at $5.55.

Stove Pipe Wire Also Up

Stovepipe wire is also among the wire products that have been increased and No. 18 is now quoted at $6.45 per hundred pounds and No. 19 at $6.95 per hundred pounds.

Discount on Fine Steel Wire

The price of fine steel wire also has been moved higher and instead of adding 20 per cent. to list prices the new prices make provision for the addition of 30 per cent. This will be in the neighborhood of a 15 per cent. advance on this commodity.

Wire Nails Have Been Moved Up 25c in Week

NAILS. — Standard steel wire nails have been advanced during the week and are now selling at $5 in certain sections. The upward tendency has been to the extent of 25c. per hundred pounds. At Toronto, London, Hamilton and Milton the f.o.b. price is now $4.95 base, while at Montreal the base price is $5 per hundred pounds. The probable trend of this market has been anticipated in these columns for weeks past. At Gananoque, Collingwood and Owen Sound the price is also $5 base. For Windsor and Walkerville the prices are $5.02½ f.o.b. factory points, with freight allowed on carloads. An advance of 25c. per hundred in cut nails has also become effective, which advance was recorded last week. At To-

(Continued on page 52.)

Canada Metal Holds Fifth Convention

Practical Addresses to Salesmen—Prizes Aggregating $1,000 Distributed—Manufacturing Processes Explained—Optimistic Regarding 1917

THE fifth annual convention of The Canada Metal Co., was held recently at the head office, Toronto. Representatives and managers were present from all parts of the Dominion.

W. G. Harris, Jr., who presided in his opening address referred to the pleasure it was each year to meet together, for not only did all become better acquainted, but from the exchange of ideas and experiences each one was

W. G. HARRIS, Sr.

able to become better acquainted and have a much wider knowledge of the lines manufactured by the firm.

During 1916 he continued, the company made greater progress than any previous year in its history and twice during the year has the Toronto factory to be enlarged until there is now five acres of floor space and every inch fully utilized and in the near future extensions will be necessary. Many difficulties were met with during 1916, but he congratulated the salesmen on the excellent results of the past year.

Practical Instructions

To give salesmen an accurate knowledge of the requirements of the plumbing business, an excellent address was given by Messrs. Rogers and Martin. Every item was laid out on the floor and shown in its particular position from the outside of the house to the cellar, kitchen, and bathroom. Every connection and fitting was on view and in its place and undoubtedly the knowledge gained by the salesmen should prove immensely valuable in the assistance the salesmen can render the plumber when making estimates.

Prizes for Salesmen

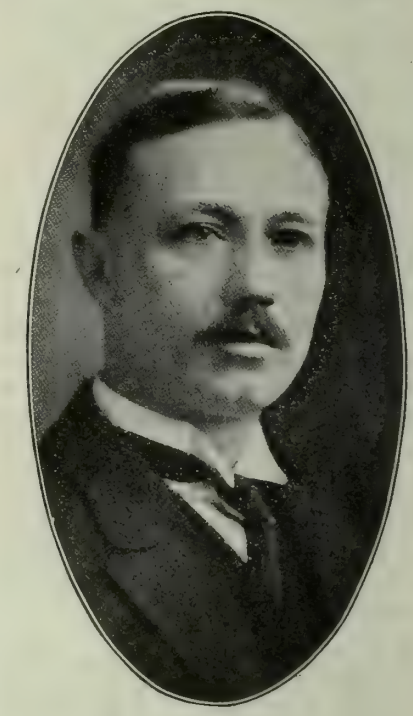
In dealing with the report of the sales for the year one of the most interesting features was presenting the prizes to the salesmen who headed the lists in the various sales competitions. In 1911 a modest competition for $10 per month was suggested and inaugurated by H. C. Crow and under his supervision and guidance the competitions grew until in 1916 the value reached $1000. These competitions necessitate the keeping of most valuable records and at the end of each year reports are compiled showing in value what each salesman has sold in babbitt metals, type metals, ingot metals, solders, plumbing supplies, etc.

For general sales H. E. Cameron took first prize of $100 and D. L. Scott took the second prize of $50.

In the Harris Heavy Pressure Competition the first prize is a gold watch and chain, valued at $100. The honor of presenting same fell upon H. C. Crow. In making the presentation he pointed out that this was the most successful competition ever conducted by the company. In presenting the gold watch and chain to Mr. Cameron he congratulated him upon his success and paid tribute to the way in which he had stuck to it every minute of the time during the past year.

H. C. CROW.

E. Parkin of Hamilton, who was second in the Harris Heavy Pressure Competition gave a most interesting address on Enthusiasm. This was well received, fully appreciated and loudly applauded and every one seemed to see what a fundamental asset enthusiasm is to the salesmen.



W. G. HARRIS, Jr.

Babbitt metals were discussed from A to Z, and under the supervision of Mr. Harris, Jr., many metallurgical tests were made and illustrations given how raw material was first taken to the laboratory and from there to the large melting pots of 35 tons capacity. Then followed the various chemical tests illustrating the methods of testing the alloy during the melting period.

Following this came the year's report on the babbitt metal business and when the figures were given out the usual lightning calculator got up and said I have been figuring out that if we could put together all the babbitt metal sold in 1916 it would take a trainload of 43 cars to move it.

(Continued on page 51.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

KENNEDY MACHINISTS' KIT

Kennedy Mfg. Co., Van Wert, Ohio, is marketing the Kennedy all-steel machinists' case. The case is built of steel throughout for strength and durability, and is claimed to be wearproof, weatherproof, fireproof, waterproof and burglarproof. Fitted with brass two-key notch lock, each case with different keys; brass corners and heavy catches on ends to

Kennedy Machinist Case.

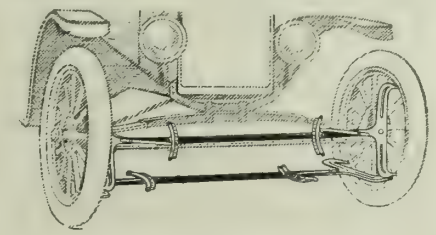
take parts of greatest strain; genuine cowhide handle, with steel core so riveted it cannot pull out. Finished in three coats leather black or brown baked enamel which will not chip, rub, or easily scratch off. All drawers and extra till under lid are lined with best quality felt and fitted with solid brass pulls. Drawers reinforced with electrically welded runners making them strong and rigid. Each drawer runs on separate tracking. These features, it is said, prevent warping, swelling and changing shape, and enables drawers to slide smoothly. Front drops and slides under lower drawer when open; fastens at bottom and locks securely to upper lid when closed. Will carry heaviest tool equipment without buckling or changing shape. Extra strengthening and corrugation in lid. Electrically welded and reinforced throughout. Circulars and prices, etc., will be supplied upon request.

CHINALAC ENAMEL COLORS

Brandram-Henderson, Ltd., Montreal, have added to their line Chinalac solid enamel colors. The makers claim that this will make a profitable addition to the Chinalac line of products. The new line has a porcelain-like finish, which, it is claimed, makes it a desirable finish for home use. The enamels dry with a high gloss, possess deep tones, and are suitable for woodwork, bedsteads, iron or metal fixtures, porch furniture, etc.

PERFECTION WHEEL TRUING GAUGE

The American Spring Tire Co., No. 30 West Lake Street, Chicago, are manufacturing the Perfection wheel truing gauge. Of its needs and uses, they say: "Motorists who are not posted on the necessity of perfectly true alignment of the wheels of a car are often puzzled to know why, under similar conditions as to distance travelled and character of roads, one tire wears faster than another, or the front tires wear faster than those on the rear. The expert knows that this is due almost entirely to faulty alignment, and will prescribe occasional tests, but this has heretofore been difficult for even men of experience to make. With the Perfection wheel truing gauge, it is claimed, it is easy for even the amateur driver to test the alignment of his wheels and adjust them whenever necessary, which means the lengthening of the life of the tires. Sometimes the cause is the bending of the axle by a severe blow, or the steering apparatus gets out of adjustment or demountable rims are not on straight, or bearings become worn, allowing wheels to wobble. When this device shows the wheels are not running true, one of these causes will be discovered and the wheel or wheels out of order may be quickly ad-

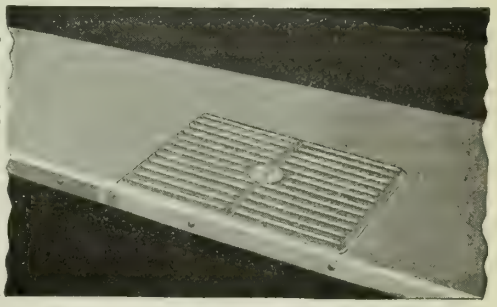


Perfection Truing Gauge.

justed. The gauge is manufactured of cold-rolled steel, finely finished, with fork ends of solid steel, with embossed ribs to reinforce the forks. A spring arrangement automatically holds the gauge tight against the felloe of each wheel.

STANWOOD STEP PLATE

Stanwood safety step plates, manufactured by the Stanwood Equipment Co., Chicago, are being marketed in Canada by the Canadian Fairbanks-Morse Co., Montreal. The makers claim that the plates present a safe foothold, are a hygienic necessity, and insure contentment through cleanliness to those who care. They will not mat down or become discolored with use, add to car re-



Stanwood Safety Step Plate.

finement, and are quickly applied; performs the same office for the automobile that the vestibule mat does for the house.

The mats are made in three types as follows:—

Type A Plate—A nickel-plated metal plate enameled gray (baked on), and provided with longitudinal apertures, through which project 24 replaceable rubber segments. These plates are attached to the running-board with nickel-plated brass machine screws, lock washers and nuts furnished with each plate. Size of plate 8⅜ inches wide, 11¾ inches long. The plate projects only ⅜ of an inch above the plane of the running-board.

Type B Plate—This type of plate is a duplicate of type A, except it is enameled black, and is provided with two replaceable rubber segments having 12 ribs each.

Type C Plate—A perforated metal plate entirely covered with rubber, which is moulded with 24 longitudinal rubber ribs securely to the metal plate. This plate is also provided with screws, lock washers and nuts. Size of this type of plate, 8 inches wide, 11½ inches long.

THE JUNIOR CLERK'S PAGE

How Big Salaried Men Are Made

Door of Opportunity is Open, but Those Who Would Succeed Must be Ready to do Two Full Days' Work Each Day.

By Frank A. Vanderlip, President National City Bank.

EDITOR'S NOTE.—Frank A. Vanderlip, President of the National City Bank, was asked to answer the following questions:

What are the opportunities offered to young men in industrial and business life to-day?

Are these opportunities the equal of those which their fathers encountered, or have difficulties been built up by the great development of our industrial life, by the aggregation of capital and the increase of its power through the formation of corporations, by the keener competition which characterizes our times, so that the chances of success are less than in former days, the struggle for its attainment greater, the prize harder to secure, the worth of the individual more difficult to demonstrate?

Mr. Vanderlip answered the questions in an article which appeared in the New York Sun and reproduced in part herewith. The article should be read by every hardware salesman.

YOUNG men, you are under no handicaps because of the time in which your career is placed. I believe I can give you the most unqualified assurance of that. I see the situation from the point of view of membership in executive committees of important corporations, and if I know anything at all of business and industrial corporations I believe that there has never been a more insistent call for well trained, energetic men of character, ability and initiative, and that the world has never been ready to pay greater rewards or offer so many prizes for especial distinction as is the case to-day.

I speak from a considerable experience in the search of men of exceptional qualifications to fill places of great importance, and there is no fact clearer to me than the fact that our industrial and business life to-day is rich beyond anything that has gone before in opportunity for men with ability, industry, imagination and character.

There is a theory entertained by many that we have reached a time when work should be less urgent than in other days; when men should have more leisure, that their hours of labor should be shorter and periods of recreation longer. If you hope to gain one of the prizes of life do not adopt that theory for your individual guidance and practice. It may be true for the man whose day's work is solely made up of an expenditure of physical effort; there never was a time when it was less true of the man who hopes to make an intellectual success of life.

I have often said to young men who have asked advice about their work that if they hoped for a large measure of success they must make up their minds to do two full days work each day. They must do one full day's work at their regular appointed task— at their job; to that day's work they must bring energy, a quick intelligence to comprehend not only the details of what they are doing but the relation of what they are doing to the larger movement to which their work belongs, and not only must they have a desire to accomplish the stint of work that will justify their day's pay but they must voluntarily and vigorously assume every other duty to which they can lay their hand in addition to that stint, so that they may learn not alone the technique of their own task but the technique of the work others are doing.

When they have done all that, however, they have done but one day's work, and they have done but half of what should be the real measure of a day's accomplishment for the man who is determined to make a distinguished success.

I tell you if you are to secure one of the large prizes of success you must make up your mind to adopt the theory of the double day's work, and when the regular day's work is finished you must be prepared systematically to devote some considerable portion of time to study, toward gaining a broad and intelligent view in all its large aspects of the work with which you are engaged, toward making additions to your stock of general knowledge, to the understanding of problems of the day, to your duties as part of the social organization.

You will not do that by a quick scanning of newspaper headlines or a detailed study of the baseball scores; you will not do it by any desultory and unplanned system of reading. You will only accomplish it in full measure if you have learned or have natively implanted in your habits of systematic mental application, the intelligence to lay out definite courses of study and the strength of purpose to adhere to them.

Now just one more thought in regard to those qualities which make for material success. To forget yourself is more important than to remember any single thing you have ever learned in your lifetime.

Do not worry about your personal relation to a piece of work, but give the deepest attention and consideration to the execution of that piece of work. Never mind whether you have what you regard as your full share of it; never mind whether you are getting what you feel to be your full measure of credit; have the single purpose of getting the work done, of seeing that every proper means is employed to do the work better than it has been done before, and forget yourself, the credit you will receive, the relation you personally occupy toward the work, and if you will do that I give you my word you will have accomplished for yourself the greatest good.

"Integrity, honesty of purpose, good character are the foundations upon which success must depend. You may hear stories of gains that have been made by unfair means, by sharp practices, by shrewdness that, only just keeps within the law; but those gains are not success, and in so far as you will establish a reputation for honor, in so far as you put sound character into your work and never try to reach a goal by a short cut that means some loss of your own self-respect, you will lay a substantial foundation for real success.

This is not a mere preachment; it is

one of the most practical suggestions that I could give you out of the years of experience that I have had. For just mere practical shrewdness in the way of advice by which to reach position and secure reward there is no observation that I could make that would be of more use to you than one that I once heard to the effect that God had somehow so fixed the world that a man can afford to do about right.

We are in a time when there is going on much readjustment in regard to our views concerning business ethics, concerning natural laws affecting the distribution of wealth and the varying proportion that different classes are entitled to in that distribution. It is a time when there is great criticism of the established order; when there are many new theories of how the powers of government should be exercised. These days are fruitful in the birth of hopeful plans for giving equality of opportunity, easier conditions of life, a wider distribution of prosperity by the magic of legislation.

Now, I tell you that there is no new political economy. There is no novel arrangement of society which will permit you to succeed otherwise than by the exercise of those same qualities that have brought success in other generations. But you are entering active life at a time when sound judgment and serious purpose must be brought to the testing of an endless number of legislative schemes, to the making of political decisions that will be of the greatest moment.

Educated men in accepting the same rights of citizenship that uneducated men accept assume a far greater weight of responsibility. It is the duty of the educated man to study with intelligence the political questions of the day, to form opinions of his own rather than to accept the dictum of others, to be an intelligent guide to those whose minds have been less well prepared to form intellectual judgments.

With us a majority controls actions, and the view of the majority tends to usurp the control of public opinion. Do not fall into the easy habit of taking your opinion from majorities. You have been given the equipment and you now have the duty imposed upon you of thinking for yourselves.

If I have been able to make myself clear to you, you will have seen that I believe that in one word is encompassed the law of material success, the scope of your duty to society, the measure of your responsibility to citizenship. That one worl is service.

Make up our mind to serve. It is service that receives reward; it is by service, forgetful of self-interest, service for the sake of accomplishment, that you will gain the greatest material rewards. It is by service to society, by recognition of rights more sacred than any that are personal to yourself, that you will gain an attitude toward life rich in permanent satisfactions.

It is by intelligent service, free from self-interest, in the political activity of your time that you will justify the great gift of citizenship which has been bestowed upon you.

CANADA METAL HOLDS FIFTH CONVENTION

(Continued from page 48.)

Explanation of Terms

For weeks before the convention salesmen are asked to send in questions and to illustrate how the salesmen are encouraged to educate themselves thoroughly in their lines, the following questions which were submitted may prove interesting:—

1. What do we mean by specific gravity and describe how to figure same, giving an example?
2. How to determine the Brinell hardness of metals.
3. What is the Electro-Magnetic-Method of determining the hardness of metals.
4. What is the Scleroscope?

These subjects were taken up and fully dealt with by H. C. Crow, and examples were given of how to ascertain the specific gravity of metals or any other substance which is insoluble in water.

The different departments of the factory were visited and so as to give a wider and better knowledge of the goods manufactured the salesmen were allowed to see the actual making of lead traps, lead bends and lead pipe, etc.

In demonstrating the manufacture of sheet lead, the pig lead was first exhibited, melted and made into large slabs which were transferred to the rolling department and sheet lead was made in all sizes and lengths up to 7 ft. 8 in. in width and 50 ft. in length and by comparison they were then taken to the finer rolls for making tin and lead foils.

Under the guidance of Mr. Harris, Jr., a tour of inspection was made to the shell forging plant which has only been operating a few months. Here they were shown the full process of manufacture from the steel billets to the steel shell (in the rough) ready for the machinist. It was explained that shortly 12000 per day will be the output.

Later Mr. Harris, Jr., replied to such questions as what is Tobin bronze, Muntz metal, Monel metal, Pewter metal and Brittania metal. He dealt very fully upon these subjects.

Mr. Harris, Sr., President and founder of company was unavoidably absent at the opening of the convention but when he arrived gave an address on the duties of a salesman and his connection with the firm. He dealt in detail with the true meaning of the connection and necessity of real combination of field, office and factory. Looking at one of the signs on the wall he pointed out what a great help it would be to each one if they would dwell upon what it said, viz: "What I can do, I ought to do—What I ought to do—I will do," and to those who know the President's compelling personality it will readily be admitted that when he spoke of putting the punch into one's business he only advised doing what he has always done and as he declared, "It is putting the Punch there that has built up this organization.

The Convention broke up with the usual votes of thanks. In dismissing the visitors, Mr. Harris, Jr., hoped that all had derived some greater knowledge from the meeting, and that they could go out with the same conviction that he had, that 1917 would be another great year for Canada. His reasons for his conviction were:—Ontario is busy; Ontario is a producer; Her factories working to capacity, cannot keep pace with the demands; New factories are being built; New industries are being established; The whole Province pulsates with the dynamic energy of tremendous commercial achievements.

Canada, it was pointed out is making colossal strides in manufacturing. To-day Canada is recognized as a factor in world commerce. Canada is now exporting at the rate of $173.00 per capita, as compared with $63.00 per capita in the United States. Canada's total exports are more than one-fifth of the United States total. Three years ago Canada had an adverse trade balance of $310,000,000. To-day she has a favorable balance of over $367.000.000. This means that in 1913 Canada was buying abroad at the rate of $86.00 per capita and was selling at the rate of $47.00 per capital. But in 1916 Canada's sales abroad equalled $132 00 per capita, while buying remained unchanged at $86.00 per capita. Canada's net gain in foreign commerce alone in this period is over $677.000,000 or about $85.00 per capita. Ontario products more than one-half of Canada's manufactures.

Pease Foundry Co. have opened a Montreal office and salesroom at 324 Beaver Hall Hill. The new branch will be under the management of T. J. Carlind.

WEEKLY MARKET REPORTS

(Continued from page 47.)

ronto the base price is now $4.75, London, $4.70, and Montreal, $4.70, with no equalization of freights.

Fence and Poultry Staples Go Higher

STAPLES, FENCE HOOKS.—An advance of 25c. per keg has been recorded in the price of fence staples and bright in kegs are now selling at $5.10 per 100 pounds, with the 25-lb. boxes at $5.35 per hundred pounds. Galvanized fence staples in kegs are quoted at $5.95 per hundred pounds and in 25-lb. boxes at $6.20. Poultry netting staples have also been moved to higher levels and the new prices are now as follows: 100-lb. kegs, $9.95 per 100 lbs.; 50-lb. boxes, $10.25 per 100 lbs.; 25-lb. boxes, $10.35 per 100 lbs.; 10-lb. boxes, $10.75 per 100 lbs. Fence hooks are also 25c. per hundred pounds higher and are now quoted at $5.95 in 100-lb. kegs, and $6.20 in 25-lb. boxes per 100 lbs.

Steel Game Trap Prices Are Adjusted

GAME TRAPS.—By an adjustment in the prices of steel game traps slightly different prices have become effective on some of the lines. Net quotations on some makes are now as follows:—

Victor, with chain.—No. 0, $1.40 doz.; No. 1, $1.65 doz.; No. 1½, $2.45 doz.; No. 2, $3.45 doz.

Oneida Jump, with chain.—No 0, $1.80 doz.; No. 1, $2.15 doz.; No. 1½, $3.20 doz.; No. 2, $4.65 doz.

Hawley & Norton, with chain.—No. 0, $2.15 doz.; No. 1, $2.50 doz.; No. 1½, $3.75 doz.; No. 2, $5.25 doz.

Newhouse, with chain.—No. 0, $2.90 doz.; No. 1, $3.45 doz.; No. 1½, $5.15 doz.; No. 2, $7.60 doz.

Lawn Mowers Make Advance of 20 Per Cent.

LAWN MOWERS.—Another advance of 20 per cent. has been made on the price of the lawn mowers through the changing of the discount to 40 per cent. off list. Advances were recently made in this line of goods and the Taylor-Forbes Company now announces additional increases in their various makes, applying to Daisy, Star, Woodyatt and Empress.

New Prices on Coaster Wagons

New prices have been announced for the auto wheel coaster wagons. No. 00, solid wood wheel, are now quoted at $1.55 each; No. 01, spoke wheel, $2.90 each; No. 1, $3.55 each; No. 2, $3.85; No. 3, $4.30; No. 1, $4.80.

Linseed Oil Steady

There has been no change in the price of linseed oil during the week, quotations being still made in 1 to 2 barrel lots at $1.40 per gallon for raw and $1.43 for boiled, with 3 to 5 barrel lots at $1.39 for raw and $1.42 for boiled and 6 to 9 barrel lots at $1.37 for raw and $1.40 for boiled.

Turpentine Holds

Although there has been a weakness in the primary market the local market prices have not been altered and is selling at the time of writing at 81c. per gallon in single barrels, 80c. in 2 to 4 barrels and 88c. per gallon in 5-gallon lots.

White Lead in Oil Unchanged

There is a very light sale of white lead in oil at present. Prices during the week were unchanged at $15 per hundred in ton lots and $15.30 in less than ton lots.

Putty Prices Firm

Although there has been no change in putty the price is firm at the recent advance. Standard in 100-lb. drums is quoted at $3.85 per 100 lbs., and in 25-lb. drums at $3.95. Pure putty is quoted 80c. per hundred higher.

Advance in Axle Grease

An advance has been made effective in the price of Mica axle grease and 3-lb. tins, one dozen to case, are now selling at $2.50 per dozen and in cases of two dozen at $2.40 per dozen. One-pound tins, 4 dozen to case, are now quoted at $10.50 per gross.

Liquid Glue Higher

New prices announced on Lepage's liquid glue make provision for higher prices in the larger sized tines. In the 1-oz. bottle, 2-oz. bottles and ½ gill tins there has been no increase, but in the larger sizes the prices are as follows, all of which provide for an advance: 1 gill tins, $2.10 doz.; ½ pint tins, $3.38; 1 pint tins, $5.25 doz.; 1 quart tins, $8.44 doz.; ½ gallon tins, $15.75 doz.; 1 gallon tins, $30 doz.

Pocket Cutlery Up 10%

A further advance has been made in Rodger's pocket cutlery of 10 per cent. This advance follows one made within recent weeks on table cutlery and pocket knives.

WINNIPEG MARKETS

WINNIPEG, March 1.—Predictions of the various jobbers as to the amount of business which would be handled during February have come true and the result, though not fully ascertained, show substantial increases over former records. Business in sight for March is good and will undoubtedly show very satisfactory returns.

Higher Prices On Many Lines

The various markets show little change for the week, but it will be noticed that prices have been issued on Paris Green and revised quotations are in order for soft and chilled shot, annealed wire, bale ties and black wire cloth. The new prices are in all instances higher than those formerly ruling and mark new high levels throughout.

It is several weeks since any advance has been recorded in the price of soft or chilled shot, but the new prices now in effect show a decided increase. Although present prices on loaded shells are extremely high, further advances in shot and powder are almost sure to affect this line also and it would be well for retailers to cover for this year's requirements at present prices. Quotations now prevailing on shot are as fallow:

Per cwt., soft, $17; chilled, $18.50; Buck, S.S.G., $17.80; 28 ball, $18.20.

For some time prices prevailing on screen wire cloth from Winnipeg have been less than Eastern quotations and only now since new contracts have had to be made is a change put forward Today's price on black wire cloth is $3 per 100 ft. in 100-ft. rolls; $3.10 per 100 ft. in 50-ft. rolls, representing an advance of 50c. over former quotations.

Another increase of 25c. per 100 lbs. is now in effect on bale ties and annealed wire. New prices based on this increase are as follows:

Annealed wire, per 100 lbs.: 9, $5.95; 10, $6; 12, $6.15; 14, $6.30; 15, $6.45; 16, $6.60.

Bale ties 14 ga., single loop, Winnipeg, $6.70; head of Lakes, $6.30, per 100 lbs.

Paris Green, Shovels, Scoops Advance

The advanced prices now being quoted on Paris Green are: ½ lb. packages, 51c. lb.; 1 lb. packages, 49c. lb.

Through these columns last week we mentioned that revisions in the prices of shovels, spades and scoops were likely to be made at any time and we now announce a direct increase in scoops with revisions on shovels and spades for the finish. Full polished shovels and spades now take a net extra of 75c. per doz., and half polished, 50c. per doz.

The revised quotations now ruling on the different lines of grain scoops are:

Black Cat and Crescent, per doz.: 4, $11.25; 6, $12; 8, $12.75; 10, $13.55. Moore & Jones, 4, $12.45; 6, $13.15; 8, $13.85; 10, $14.55.

Paint Products Firm; Lamp Chimneys Higher

Markets still hold firm on linseed oil and no further change has been recorded during the week. The present situation

(Continued on page 56.)

Bristles Converge to the Centre

Boeckh's "Steel Grip" Rubber Set Paint and Varnish Brushes

Practical painters are demanding a brush that is constructed so that the Bristles converge to the centre as shown in **Cut A.** Painters have learned from experience that this converging to the centre produces an elastic and resilient action that makes it easy to spread paint evenly and easily.

Cut B shows the type of brush that has the spreading tendency, found more or less in brushes made with a straight or flat sided ferrule.

"Steel Grip" ferrule construction entirely overcomes this spreading, besides in "Steel Grip" Rubber Set brushes the bristles are held so firmly and fast that they simply cannot come out.

"Steel Grip" Rubber Set Brushes wear longer and are most economical to use.

BOECKH TRADE MARK EST^D 1856 TORONTO

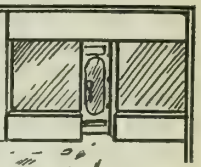
The Boeckh Bros. Co., Ltd.

TORONTO, CANADA

Cut A

Cut B

Customers Come Back and Forth To Your Store For



Jamieson's Pure Prepared Paints

It is the satisfaction given by the quality and the **readiness** of Jamieson's Paints that builds up this steady patronage. Let your store be the "Mecca" for customers who are satisfied with this paint.

Our dealer proposition will interest you. Let us tell you about it.

R. C. JAMIESON & Co., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 1.—Tendencies of the paint market this week are all towards firmness. There is no department of the industry which does not find conditions if anything rather more difficult commercially than those prevailing last week. Therefore, predictions of advancing prices for all paint products are considered in order even by the most conservative minds in the trade circles of the city, and, while no man will readily commit himself to announce that paint prices are actually going to advance within any stated time, there is every hint that advances are at present being considered, and the responsibility for this state of affairs is wholly and solely with the markets for raw materials.

No Market For Linseed Oil

LINSEED OIL.—It is a token of love in these days to have a little linseed oil to sell to a friend at the topmost possible price. This is no fiction, not even mild exaggeration. Only the best business friends of those who have any linseed oil above their actual industrial requirements are favored to the extent of an occasional delivery of one barrel of linseed oil. Only one or two firms are able to oblige even to that trifling extent, and the price asked for linseed oil so disposed of in one barrel lots only, and, as a matter of courtesy at that, is in the neighborhood of the nominal figures given below, which are, as will be noted, above the figures similarly mentioned last week. The fact is that there is no real market for linseed oil at present in Montreal. One leading member of the paint manufacturing business circle said on the date of writing: "There is no linseed oil for sale in Montreal; none in Canada, I do believe. If we want to buy linseed oil in quantities to-day we'd have to go to England or the United States for it." As a matter of passing mention, prices as quoted in U. S. trade journals for linseed oil are away under these quoted nominally now in Montreal. It is reported that there are quantities of flaxseed awaiting transportation in the elevators at Fort William, one estimate putting the amount at 400,000 bushels over the figures of last year at this time. Within ten hours of the arrival of a consignment in Montreal crushers could have the oil persuaded from the seed, so that the question of supply of linseed oil to refresh a thirsty market is only a matter of time and transportation. Prices, however, are very likely to rule very firm even after the seed begins to come East again.

Linseed Oil—In 1 bbl. lots only—Raw $1.40; boiled, $1.42½.

Above quotations refer to the paint trade particularly, but one large hardware store in Montreal was willing to quote for linseed oil at the rate of:—1 bbl. lots—Raw, $1.37; boiled, $1.40 (subject to 2 per cent. off and 30 days).

Turpentine Slightly Firmer in Tendency

TURPENTINE.—There ist not a great eagerness on the market to sell turpentine at present. Something about the oil situation—due to the extreme difficulties in which linseed oil is laboring perhaps—has induced a feeling of reluctance on the part of holders to dispose of turpentine in any large amounts. Prices, however, are still normal, and not nominal, as in the case of linseed oil. The market for turpentine is firm, and reports from Savannah at time of writing were towards slightly greater firmness in sight. Following quotations are found on the market similar to those mentioned last week, and it may be noted that the low quotation, though still found on the market, is not considered likely to maintain under present conditions of firmness:

Turpentine.	Per Imp. gal.
1 bbl. lots	77-80-84c
2-4 bbls.	76-79-83c
5-10 bbls.	75-78-82c

White Lead in Oil Prices Precarious

WHITE LEAD IN OIL.—White lead in linseed oil is holding on to firm prices, according to the recent advance, and though the tide of market trend to firmer levels, still for both metal and oil is very strong, the product has so far remained steady at the quotations of last week. Almost any day might see a change, however, for the metal is still in firmest market tone, and the metal market is most precariously leaning towards exciting things, should America come into the war, and the oil is, as mentioned, positively off the market. The manufacturers are reluctant to advance prices without giving the market time to mend its ways, but markets in the present wartimes have a way of "mending" their ways by making moves to still higher levels. Quotations are:

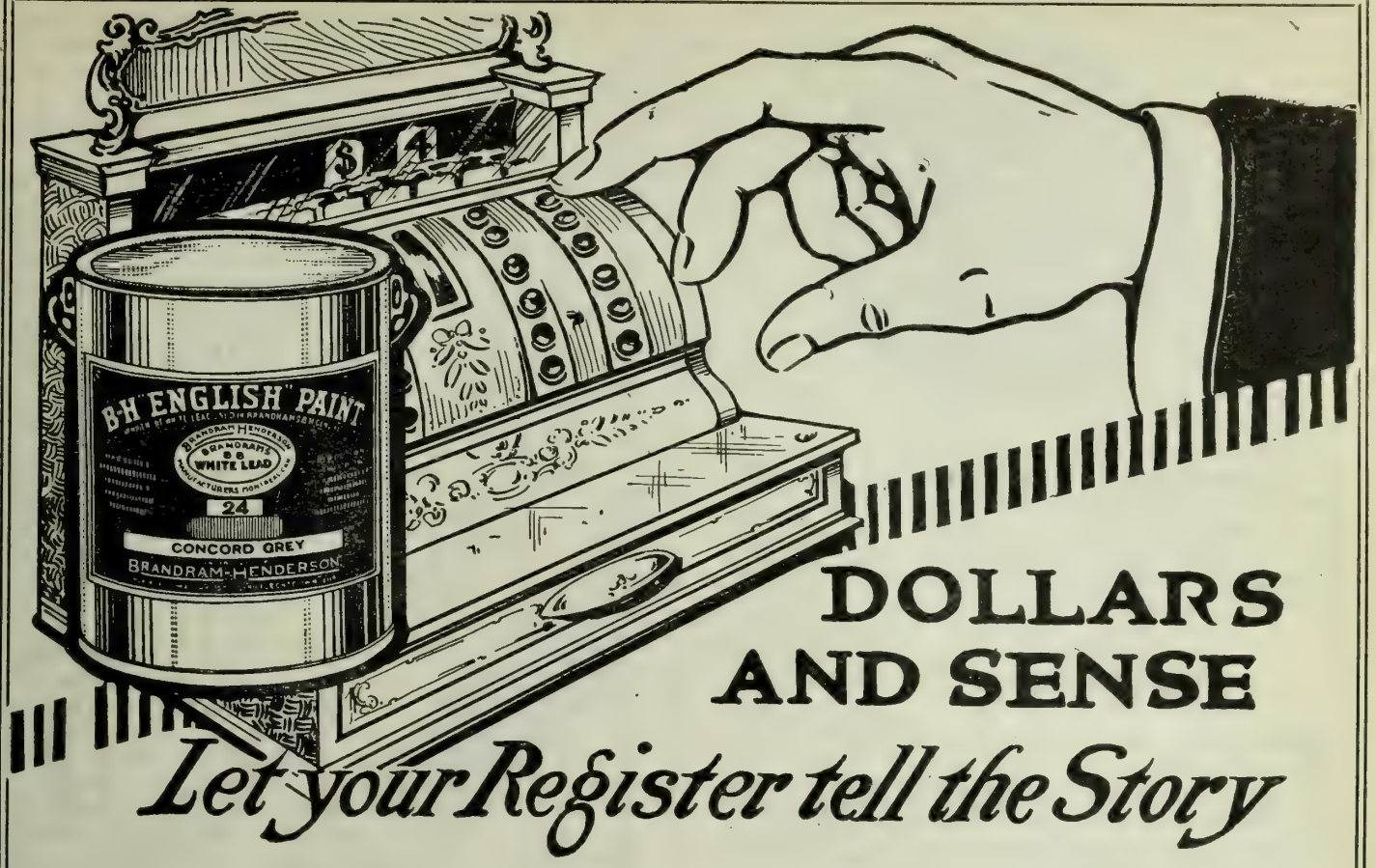
White Lead in Oil.	Per 100 lbs.
In 1 ton lots	$14.80
In 5 ton lots	14.50
Less than tons	15.10

Advances May Come Soon in Mixed Paints

MIXED PAINTS.—Should mixed paints advance shortly no one need be surprised. The market for metals and the market for oil have been in such condition of late that it is merely a matter of observation and figuring to predict advances in mixed paints unless some rapid and totally unexpected changes occur. It is known that advances are contemplated by paint manufacturers at present, but the matter has not reached the stage of definite announcements yet. It may be that some manufacturers of paints are still reluctant to follow the market for raw materials aloft, even at risk of much smaller profits, perhaps actual losses. The present time is not ideally suited to making advances in mixed paint prices, and Canadian manufacturers have always had consideration for customers and fair-play quite as much at heart as perfection of product, and increase of business. These factors complicate the situation, as will be apparent to all in touch with the trade.

Glass is Advanced; Putty is Very Firm

GLASS AND PUTTY.—Glass is costing more in Montreal to-day than it could be purchased for last week, the extent of the advance being in accordance with the United States advances, but not closely calculated out in all details as yet. Montreal glass merchants are watching Toronto markets for glass in anticipation of advances there also, this having a bearing on the Montreal situation to some extent. Putty prices are still as quoted last week, but the market is firm to the point where firmness indicates almost the prediction of further price advances. The linseed oil trouble and the great shortage of whiting are responsible. Bulk putty in casks



DOLLARS AND SENSE

Let your Register tell the Story

There is no proof more convincing than that which represents a steady stream of Cash Sales.

Your register will tinkle merrily and often if you are selling

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

The Paint With a Reputation

for people know it, and want it in preference to all others. This is not surprising when you consider the formula followed in its manufacture as shown above. It is the ideal combination to secure maximum covering capacity, greatest penetration and endurance.

Follow the line of least resistance and concentrate on

B-H "ENGLISH" PAINT

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

is quoted at $3.10 per hundred pounds. The other packages and quantities in proportion, as previously reported.

Shellac Market Shows A Decided Firmness

SHELLAC.—Prices of shellac are showing strong tendencies to advance from week to week now while the British embargo on the exportation of this product from India maintains. New York reports shrinking supplies, and the local stocks, while reasonably large, are not being drawn upon very readily to supply needs of retail trade. Prices range still from $2.65 for orange and $2.90 for white per gallon to $3.35 and $3.50 respectively. Information from New York notes the fact that Great Britain has taken 80 per cent. of available ship space for Government needs. and predicts further firmness in shellac likely to last some time.

TORONTO

TORONTO, March 1.—There have been several cars of flaxseed reach Toronto during the week and this will afford a slight measure of relief in the linseed oil situation. However, it is not looked upon as sufficient in quantity to affect the market or make any easier feeling. Mixed paints are all in firm market and some paint men are positive in their opinion that prices will go higher. Turpentine held in a steady market during the week, in the face of an anticipated decline.

Some Flaxseed Arrives But Oil Prices Firmer

LINSEED OIL.—Although several cars of flaxseed reached Toronto during the week after a considerable period when supplies have been shut off. This is not taken by linseed oil men to mean that there will be a free movement of seed from the West from this time forward, as there is no intimation by the railroads as yet that there will be a free movement of seed. Those closely in touch with the linseed oil situation assert that even if there should be large quantities of seed supplied to the crushers, and even if the price of flaxseed should drop considerably below present figures, there is small prospect of a drop in linseed oil for some little time. It is pointed out that the export of oil cake is entirely shut off and with the domestic demand for this commodity decreased with the approach of spring grass, there must necessarily be frm prices for oil to compensate for the loss of the market for the oil cake. Flaxseed in the Winnipeg market held remarkably steady during the week, there being only ¼ of a cent variation from the close of Thursday of last week as compared with the close on Wednesday of this week, the prices for the respective days being $2.53¼ and $2.53½. Inspections of cars of flaxseed were fairly heavy during the week, no less than 80 cars having passed through the inspector's hands at Winnipeg. Prices of linseed oil locally inclined to firmer levels. Where quotations were made last week at $1.35 in single barrel lots to customers the price has been increased to $1.40. The lowest quotation secured in the market was $1.39 for single barrels of raw. Crushers report a good demand for oil, but supplies are very limited with which to meet it.

	Raw. Per gal.	Boiled. Per gal.
1 to 2 barrels..	$1.39-$1.40	$1.42-$1.43
3 to 5 barrels..	....- 1.39	....- 1.42
6 to 9 barrels..	....- 1.37	....- 1.40

Turpentine Prices Maintained During Week

TURPENTINE.—Owing to the uncertainty of arrival of additional supplies of turpentine this factor entered into the market to arrest for a time at least the downward trend. A decline is anticipated as soon as dealers can see that further supplies are going to get into this market. In the primary market there was little of interest during the week, except that none of the old crop turpentine was offered for sale. At the present it is estimated the holding of turpentine in the three primary points of the south are 76,000 casks. Following is the range of quotations:

	Per Imp. Gallon.
1 barrel lots	$0.77-$0.81
2 to 4 barrels	0.76- 0.80
5-gallon lots	0.82- 0.88

White Lead Held Steady During Week

WHITE LEAD IN OIL.—There was a slightly easier feeling in the primary market in pig lead during the week which resulted in lower prices being quoted there. The movement was not sufficient to make material difference in the price of white lead in oil. There is a disposition to look upon the present price of white lead in oil as somewhere near the top of the market. Consumption is being greatly curtailed through the high price and there is fear that should the prices go higher the demand may be shut off entirely. In ton lots the commodity is quoted at $15 per hundred pounds and in small lots at $15.30.

Mixed Paints Are In Still Firmer Tone

MIXED PAINTS.—There is a disposition to look for higher prices in mixed paints among some of the paint dealers. They point out that with the firm position of linseed oil and the high price for white lead in oil that higher prices seem highly probable. Orders continue to come in quite satisfactory for spring delivery, the demand for mixed paints being reported good.

WINNIPEG MARKET REPORTS

(Continued from page 52.)

is affected considerably by the embargo in the States and tho quotations are still being made, jobbers and manufacturers are anticipating a shortage. This may result in higher prices, which with the recent advances in white lead will undoubtedly affect the price of mixed paints. To-day's prices on linseed oil are:

Per gal., bbl. lots: raw, $1.35; boiled, $1.38.

Turpentine remains firm with demand normal and no present word is available of a possible shortage. Quotations remain as for the past few weeks, namely:

85c. per gal, bbl lots; 88c. per gal., ½ bbl. lots; 90c. per gal., 5 gal and 1 gal. lots

Advances have been made effective in the price of lamp chimneys, the following quotations now being best available:

A, 8 doz. case, 75c. doz., $5.50 case; A, 4 doz. cases, 75c. doz.; $2.85 case; B, 6 doz. cases, 90c. doz., $4.85 case.

Another revision is noticeable in Yale & Town Co. products which affect chest locks, wardrobe locks, night latches, etc. New prices on night latches, with which the average retailer is familiar, are as follows:

Yale night latches, per doz.: No. 42, $26.40; No. 042, $24.75; No. 44, $30.10.

Hinges, Clout Nails, Set Screws Higher

Hook and strap hinges have advanced in price and all sizes are now quoted at 8c per lb.

New prices have been issued on Penberthy valves and the following quotations go into effect at once. It will be seen that all lines of Compodisk advance, but present prices on the regrinding will be maintained for some time at least:

Compodisk Angle and Globe Valves, each: ¼, $1; ⅜, $1.10; ½, $1.45; ¾, $2; 1, $2.50; 1¼, $3.60; 1½, $4.95; 2, $7.90.

Compodisk Hor. Check Valves, each: ¼, $1; ⅜, $1.10; ½, $1.15; ¾, $1.70; 1, $2.35; 1¼, $3.25; 1½, $4.50.

PAINT SALESMAN
WANTED
to represent us in the Eastern Townships. Excellent opportunity for first-class man. Preferable that applications be made in writing, stating experience, age, etc.
BRANDRAM-HENDERSON, LTD.
MONTREAL

Why Berry Brothers' brands mean bigger varnish business for you

ONE of the many practical reasons why Berry Brothers' made-in-Canada Varnishes are in such wide demand is their uniformity. Their quality is always high grade and never varies.

The earned reputation for quality and uniformity has established in the mind of the buyer a feeling of implicit confidence in our label.

This is a valuable sales-making asset for all dealers handling Berry Brothers' products.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONT.

(465)

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok- or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.25; 22 long smokeless, $7.50; 22 long rifle smokeless, $8.75 per M.

Sporting Cartridges — Centre Fire Smokeless—303 Winchester, $32.75 per M.; 302 Savage, $72.25; 302 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $2.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 6.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.25
5/16....	5.00	14/16....	8.25
6/16....	5.00	15/16....	9.50
7/16....	5.00	16/16....	9.50
8/16....	5.00	18/16....	9.50
9/16....	6.00	20/16....	11.00
10/16....	6.00	24/16....	16.00
11/16....	7.00		

Discounts from Standard List prices:
Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 30 and 5%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz......	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.........		10 00
No. 3, doz.........		10 80
No. 4, doz.........		11 60
No. 5, doz.........		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 20, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.35-$1.45
Cut Lace Leather, lb..$1.50-$1.65

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 20%.
Carriage Bolts ($1), list, 7-16 in., 5%.
Machine Bolts, ⅜ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3) list, 10%.
Whiffletree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.......	5 50
3 sections, 5 ft., doz........	6 80
3 sections, 6 ft., doz........	8 20

BOILERS (Range)

30-gal. Standard	10 50
30-gal. extra heavy	13 00

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in.......	7 00
No. 2—18 in.x28 in.......	7 60
No. 3—20 in.x30 in	8 00

BOARDS (Ironing)

Size 12x60 ins., doz........	8 00
Size 14x60 ins..............	9 00
Folding, 14x58 ins., doz...	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)..		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814..........	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.
Chicago Spring Butts—
Chicago Spring Hinges, 10%.
Triplex Spring Hinges, 40%.
Chicago Mortise Floor (5000) 40%
Chicago Relax Floor (6000), 45, 7½%.
Chicago Premier (4000), 25%.
Chicago Ajax (3000), 25%.
Chicago Fire Station, List.
Lavatory Door Hinges, 20, 10, 7½%.
Chicago Screen Door (2000), 50%.
Chicago Screen Door (3000), 25, 5%.
Non-Hold Back Screen Door Steel, 40, 20%.
F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—⅛ in., $14.70 per 100 lbs.; 3-16 in., $10.20; ¼ in., $7.80; 5-16 in., $6.90; ⅜ in., $6; 7-16 in., $7.65; ½ in., $7.45; ⅝ in., $7.25; ¾ in., $7.15; ⅞ in., $7; 1 in., $6.85.

B.B.B. chain is priced as follows: ¼ in., $13; 5-16 in., $11.10; ⅜ in., $10.30; 7-16 in., $10.05; ½ in., $9.85; ⅝ in., $9.65; ¾ in., $9.50; ⅞ in., $9.35; 1 in., $9.20.

Fire Welded—7-16 in., $6; ½ in., $6; ⅝ in., $6; ¾ in., $6.

B.B.B. Crane Chain—¼ in., $9 per 100 lbs.; 5-16 in., $8; ⅜ in., $7.20; 7-16 in., $7.20; ½ in., $7.20; ⅝ in., $7.20; ¾ in., $7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $12; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock

CHOPPERS, FOOD .. ..

Universal (doz.)—		London
No. 0	$14 40	$13 80
1	17 40	16 80
2	20 40	19 80
3	25 80	24 60

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths..	$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths...	5.15
19, 6-strand, 100-ft.lengths..	4.35
19,, 6-strand, 50-ft. lengths..	4.60

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	55 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	55 00	53 50
Copper sheet, tinned, 14x60, 14 oz.	60 00	54 25
Copper sheet, planished, 14x60 base.	64 00	60 00
Braziers' in sheets, 6x4 base	55 00	52 00

COMBS

Curry combs, list, plus 10%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets..	7 00	7 90
All bright, 52 sheets.	7 75	8 15

Galvanized

	Apollo	Crown	Gorbals
18x24x52 .	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$22 00
IX, 20x28 base	26 00
IXX, 20x28 base	30 00
IXXX, 20x28 base	34 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	9 00
IX, 20x28 base, 56 sheets..	10 00
IXX, 20x28 base, 56 sheets	12 00
IXXX, 20x28 base, 56 sheets	14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $16.50; 216 lbs., $17.50.

COKES, AMERICAN

Bessemer Steel—	
41x20 I.C| base	9 50
20x28 I.C., double box.....	19 00

CLOCKS

Big Ben	2 40
Good Morning, each	1 05

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle....	60
Disston Brand	50
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

Quality Fruits and Vegetables Command High Prices. This Will Create an Increased Demand for S-W Quality Spray Products

which means increased sales and profits to the dealer who is prepared to supply this demand, and, [incidentally help him sell spraying outfits and sundries.

Among the high quality S-W Spray Products, none will prove more popular this season than

Calpoiso

The Arsenate of Calcium Insecticide

Because Calpoiso has been proved by some of the best authorities on spraying in Canada, to be the proper material to use with Lime Sulphur or Bordeaux Mixture to obtain best results.

Calpoiso is in dry powdered form, does not clog the sprayer nozzles, does not deteriorate, remains well in suspension, adheres well to the leaf, does not freeze, and being a dry product there is a considerable saving in freight.

These facts and many others having been extensively advertised to all orchardists and farmers in Canada will create a large demand for Calpoiso. Are you prepared to meet it ?

Ask us about the S-W Agency Proposition.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.
Head Office: MONTREAL

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs.	2 45
Mounted No. 115, each	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross($21.60; 9-16 in., $22.50.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes. heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes. heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%: ash and hickory carriage, buggy and democrat whiffletrees 35%: twin neckyokes 40%; chisel and file handles 40%: Pearson horse pokes 35%: dictator, Champion and Climax horse pokes 30%; wood bow rake 25%: wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	8 05
Atlas, No. 2	8 80
Stearns, 4 in.	6 70
Stearns, 5 in.	9 25
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hanegrs, doz.	7 00
Steel track, 1¼ in.	6 75-7 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 35
Perfection No. 130, N.P., ea.	3 75
Perfection No. 125, Jap., ea.	3 25

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6 inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 00
Over 14 in., per 100 lbs.	6 50
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.90; No. 1 and smaller, $5.15; show pattern, No. 2 and larger. $5.15; No. 1 and smaller, $5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger. $5.35; No. 1 and smaller, $5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4 ,$6.75; special countersunk steel, all sizes, 0-4, $7.25; toe weight steel shoes, all sizes, No. 1 to 4, $7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $2; No. 2 and larger, $1.90; "Sharp" No. 2 and larger, $2.10; "Sharp" No. 1 and smaller, $2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 40	4 00
Refined bar steel	....	4 25
Refined iron, per 100 lbs.	3 65	4 40
Angles ....base	....	4 75
Horseshoe iron, per 100 lbs.	3 65	4 25
Norway iron	10 25	7 50
Mild steel	4 30	4 25
Band steel	4 30	4 50
Sleigh shoe steel	4 30	4 50
Tire steel	4 50	4 45
Toe calk steel	5 20	4 90
Mining tool steel, per lb.	0 13½	0 15
Sheet cast steel, lb	....	0 25
Spring steel	6 00	6 00

IRON, TINNED

72x30 up to 24 gauge, case lots	16 50
772x30, 26 gauge, case lots.	17 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 15
Mrs. Potts, No. 50, nickel-plated, per set	1 30
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beaty Electric Irons, each	3 00
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	19c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-8 ft.	26c ft.
B.T. Iron Bound, 16 ft.	41c ft.
B.T. Iron Bound, 18 and 20 ft.	50c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.		8 50
Jumbo, doz.		10 00
Jap'd Dash, doz.		11 25
Search Dash, doz.		11 75
Searchlight, No. 20, doz.		19 50
All brass		24 75
Little Bobs	1 75	2 35
Copper, well japanned, doz.		14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast	....	0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 55
Steel Thumb, No. 3, per doz.	2 10
Steel Thumb, No. 4, per doz.	3 70
Barn Door, No. 5, per doz.	2 10
Barn Door, No. 9, per doz.	3 20

LEAD

Pig, see weekly report.	Mont'l Lb.	Tor'to
Lead wool	0 16	0 15
Sheets, 3 and 3½ lbs. sq. ft.	0 17	0 15¾
Sheets, 4-6 lbs. sq. ft.	0 16	0 15¼

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	131 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven.	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch,	..$1	3 inch	10c
1⅛ inch,	..$1	3¼ inch	10c
1¼ inch.	..65c	3½ inch.	10c
1½ inch.	..40c	4 inch.	5c
1¾ inch.	..40c	4½ inch.	5c
2 inch.	..30c	5 inch.	base.
2¼ inch.	..30c	5½ inch.	base.
2½ inch.	..15c	6 inch.	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $5 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $5.02½.

Cut Nails — Montreal, $4.70 base; Toronto, $4.75 base; London, $4.70; Hamilton, $4.75. No equalization of freights.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

RAMSAY'S CARRIAGE AND WAGON PAINTS

EARN DIVIDENDS WHILE WAITING FOR SPRING

Dividends for Dealers: RAMSAY'S Carriage and Wagon Paints.
Dividends for Customers: Well Painted Carriages, Wagons and Farm Implements protected with RAMSAY'S PAINTS.

A. RAMSAY & SON CO., MONTREAL

In Business 75 Years. **Branches: TORONTO and VANCOUVER**

MURESCO

The Ideal Wall Finish

USE ONLY MOORS MURESCO TRADE MARK REGISTERED

Moore's Muresco stands unequalled by any other preparation of its kind—it has won the good-will of the public by solid quality and the good word of dealers who have put their reputation behind it.

Muresco not only makes more material, but will work better, go farther, and produce a uniformly clear and beautiful effect. It has satisfied the demands of the most critical decorators and delighted the householder.

Use Muresco as a leader to establish a foundation for the sales of your other lines.

Let us quote you Muresco prices.

Muresco gives you a generous profit.

16 Beautiful Tints for Wall and Ceiling Decorations

Benjamin Moore & Co.

West Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

C Brand.

Size.	C Brand. Per box of 25 lbs.
No. 3	$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	2 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, $7.70.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch	$1.80	48 inch	$ 6.20
18 inch	2.65	60 inch	7.70
24 inch	3.40	72 inch	9.20
30 inch	4.00	84 inch	10.50
36 inch	4.75	96 inch	12.00
42 inch	5.50		

1½ inch mesh and 19 ga. wire.

12 inch	$3.50	42 inch	$10.50
18 inch	5.00	48 inch	12.00
24 inch	6.30	60 inch	15.00
30 inch	7.75	72 inch	18.00
36 inch	9.00		

1 inch mesh and 20 ga. wire.

12 inch	$ 4.00	42 inch	$12.00
18 inch	5.50	48 inch	14 00
24 inch	7.00	60 inch	17.00
30 inch	8.50	72 inch	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch	$10.50	36 inch	$15.00
30 inch	12.75		

(½ inch mesh and 22 ga. wire)

24 inch	$16.50	36 inch	$24.00
30 inch	20.10		

Discounts at present quoted **apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.**

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM

	Per 100 lbs.
Best (American)	$20.75-$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	18 00
U.S. Navy (English)	16 50
Plumbers (spun)	$8.00-$8.50

OIL

	Montreal	Toronto
Can. prime white petrol	0 15	0 14
Royalite	0 15	0 14
Palacine	0 18	0 17
Lampoline	0 15	0 14
Electroline	0 18	0 17
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12
Black Oil (Winter)	0 12½	0 12½
Cylinder Green	0 35	0 36½
Paraffine	0 24	0 19½
XXX Machine	0 25½	0 22
Fuel Oil, bbls.	0 13¼	0 12¼
Fuel oil, tank cars	0 11¾	0 10¾

OLD MATERIALS

Tea lead, 6½c lb.

Lead, heavy, pipe, etc., 9½c.

Brass, yellow, 17c; red, 22c.

Brass, light, 10c lb.

Zinc, heavy, 9½c lb.

Copper, heavy, 29c lb.

Old cast iron, $16 per ton.

Stove plate, $14.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 8¾c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 6c; bicycle tires, 3½c.

PACKING

	Per lb.
Fine jute	0 12
Coarse jute	0 09½
Square braided hemp	0 28
No 1 Italian	0 36
No. 2 Italian	0 28

PAPER

	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	62-65
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 75
Surprise Fibre	0 67
Tarred Felt, per cwt.	3 35
Asbestos Sheeting, (per 100 lbs.)	$9.00-$12.00
Carpet Felt, 16 oz., per 100	$4.25-$4.50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black Per 100 feet	Galvanized
⅛ in.	$ 4 50	$ 6 00
¼ in.	3 66	5 79
⅜ in.	3 66	5 79
½ in.	4 76	6 33
¾ in.	5 87	7 99
1 in.	8 67	11 82
1¼ in.	11 73	15 99
1½ in.	14 03	19 11
2 in.	18 87	25 72
2½ in.	29 84	40 66
3 in.	29 02	83 17
3½ in.	48 76	65 78
4 in.	57 77	77 94
Lapweld—		
2 in.	21 83	28 31
2½ in.	32 76	43 00
3 in.	42 84	56 23
3½ in.	52 36	70 38
4 in.	63 22	83 39
4½ in.	73 66	97 16
5 in.	85 84	113 20
6 in.	111 40	146 90
7 in.	147 60	191 60
8 in. L.	155 00	201 30
8 in.	178 60	231 80
9 in.	213 90	277 70
10 in. L.	198 40	257 60
10 in.	255 40	331 70

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 55%.

4" and under, running thread, 40%.

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 35% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	% 55	% 55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00
Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

PUMPS

Pumps	35%
Cistern Pumps	30%
Set Lengths	35%
Brass Lined Cylinders	25%
Brass Body Cylinders	20%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. **Coppered Rivets, net extras,** 3c per lb.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	$4.50-$5

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis ......lb.	29½
British Manila basis	25
New Zealand hemp basis	25
Sisal basis	24

Above quotations are basis prices ⅝ and larger diameter. **The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.**

Single lath yarn basis	24	
Double lath yarn	24½	
Yacht marline, tarred	50	
White polished halyards	28	
Hemp, deep sea line basis	40	
Hemp, tarred ratline basis	36	
Hemp, tarred bolt rope basis	38	
Marline and Houseline	38	
Jute rope basis	16-17½	
Italian rope basis	40	
Cotton, ⅛ lb.	0 42½	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 20%. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	..
Hexagon cap	..

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger	9 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black **and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.**

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 20	6.00-6.05
12 gauge	6 30	6.10-6.10
14 gauge	5 55	5.80-6.15
16 gauge	5 65	5.90-6.25
18-20 gauge	5 55	5.95-6.30
22-24 gauge	5 60	6.00-6.65
26 gauge	5 60	6.05-6.70
28 gauge	5 75	6.15-6.80

SHEETS, CORRUGATED

Per 100 sq. ft. Galvanized

28 ga.	$ 6 50	$ 6 50	$ 6 50
26 ga.	7 00	7 00	7 00
24 ga.	8 75	9 50	10 00
22 ga.	10 50	11 50	12 00
20 ga.	12 00	13 20	14 00
18 ga.	15 00	16 50	18 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$ 8 30
U.S. 28	8 00
U.S. 26	7 70
22 and 24	7 55
18 and 20	7 40
14 and 16	7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 35
16 gauge	7 40	6 45
18-20 gauge	7 60	6 60
22-24 gauge	7 80	6 75
26 gauge	8 00	6 90
28 gauge	8 40	7 20
10¾ ozs.	8 85	7 50

Add 15c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 70	8 00	8 05
22-24	9 00	8 20	8 25
26	9 25	8 50	8 65
28	9 50	8 75	8 95

Less 25c in case lots.

SHINGLES

	Per square
Standard galvanized	$7 00

Shipping weight, 90 lbs.

Standard painted	5 00

Shipping weight, 80 lbs.

Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Standard galvanized	$7 00

SKATES

	List
Boys' Hockey, polished	1 25
Scotia	3 25
Dreadnought	3 50
MicMac	5 00
Velox	6 50
Regal, 189	6 00

Discount 30%.

SOLDERING COPPERS.

Base, per lb., 63c cents.

We Manufacture

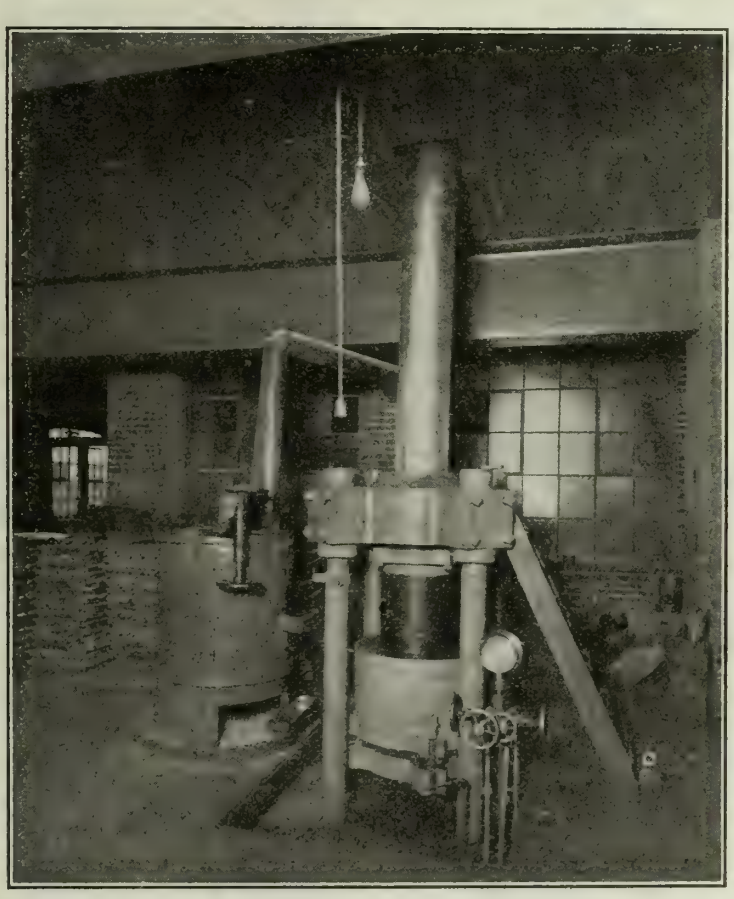
LEAD PIPE

ANY SIZE UP TO

TWELVE INCHES IN DIAMETER

WE HAVE EVERYTHING IN

METALS
Babbitt
Solder
Lead Pipe



HYDRAULIC PRESS FOR TWELVE-INCH LEAD PIPE

WE HAVE EVERYTHING FOR THE

PLUMBER
Sheet Lead
Block Lead
Bar Lead

Catalogue "A" Mailed Free on Request.

THE CANADA METAL CO., LIMITED

HAMILTON
MONTREAL

TORONTO

WINNIPEG
VANCOUVER

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30%	....	20 and 5
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	25 and 5		25 and 5
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	25 and 5		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....75c per dozen net
Half polished .....50c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES Per cwt.

Fence staples, bright, kegs. 5 10
Fence staples, galv., in kegs 5 95
Fence hooks, galv..... 5 70

In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's

Bissell doir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea... 7 25
Ontario, 2-passenger, ea... 6 25
Baby, ea. 4 00
"Quebec," 4-passenger, ea.. 7 25
"Quebec," 2-passenger, ea.. 6 25

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe findings list adopted December 21, 1916—Net list.
List of Capped Goods adopted Jan. 1, 1916....70-10%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

O. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 35%.

TRAPS (GAME) %

See weekly report.

Victor .....
Jump .....
Hawley & Norton .....
Newhouse .....

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS

No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES %

Ground work 45-47
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath Cocks
Standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam Cocks
Standard 53
High grade 50
Radiator valves, standard... 20
High grade 30
Globe, angle and check valves, standard 21
Do., high-grade 16
Patent quick opening valves 60

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$3 50	$4 00	$3 90
Sectional, ½ lb., per 100 lbs.	3 50	4 25	3 90
Solid, 3 to 30 lbs., per cwt.	2 25	3 50	2 55

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz... 45 40
Garden, steel wheel, doz... 58 30
Light garden, each 41 00

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass screw eyes suits, A.B.C. ..... 70 %
Brass Screw Hooks ..... 70 %
Brass Gate Hooks and Eyes ..... 70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $5.50; No. 10, $5.55; No. 11, $5.65; No. 12, $5.75; No. 13, $5.85; No. 13½, $5.85; No. 14, $6; No. 15, $6.25.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.45; No. 19, $6.95.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 30%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27 $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $5.15; No. 14, $5.20; No. 15, $5.30.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5.25 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.41; No. 11, $5.47; No. 12, $5.55.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Toronto	London
Barb	$5 00	$4 65
No. 9 pl. galv.	4 25	4 25
No. 12 pl. galv.	4 40	4 45
No. 13, pl. galv.	4 50	4 55
No. 9 coil sp.	4 25	4 30
No. 12 coil sp.	4 50	....
No. 10 O. & A.	5 16	5 16
No. 11 O. & A.	5 22	5 22
No. 12, O. & A.	5 30	5 30

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 55
No. 13	5 65
No. 13½	5 70
No. 14	5 80
No. 15	6 00
No. 16	6 25

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list, 45 & 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

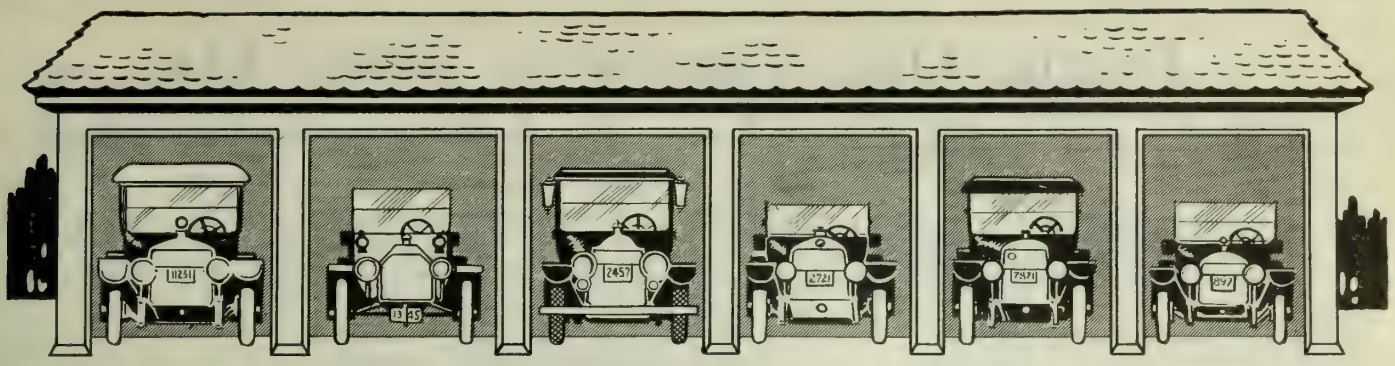
WRENCHES

Stillton & Trimo— List price ea.	
6 in.	$ 2 00
8 in.	2 25
10 in.	2 50
14 in.	3 50
18 in.	5 00
24 in.	7 25
36 in.	13 50
48 in.	20 00

Discount off above list, 50, 5%. Discount on parts, 50, 5% off list; Coes, 10% off list; Regular, 65% off list.

WRINGERS—MOP.

White, No. 1, each..... 1 50



Make Big Money by Feeding These Horses

Feed them Glidden Auto Finishes. There's good profit in it for you.

You can get a profit from every automobile in your community. Picture it? Every automobile means a buyer—present or future—of Glidden Auto Finishes.

Automobiles are well finished when made. But wear and weather, dust, mud and grease, neglect and accidents, all act to deaden the finish. Every motor car needs to be finished once a season—at least.

Every owner selling a used motor car should refinish it and add to its value. Every buyer of a used motor car should refinish it and have it look like new.

They can do it themselves—easily, conveniently, economically, quickly. They will do it themselves if you tell them all the reasons why they should use Glidden Auto Finishes.

Write to-day for our extra special offers.

By our special introductory plan every dealer in the Dominion is given an unusual opportunity to make big Auto Finish profits this year. We have prepared several special offers which include the complete Glidden Auto Finish line, a full set of new advertising (everything you'll need for quick selling).

These offers are made for a short period only, and are subject to withdrawal without notice. The present price situation suggests quick action. So drop us a line (postal or wire) and get full details.

Remember that Glidden Auto Finishes are the only nationally advertised Auto Finishes on the market.

The Glidden Varnish Company, Limited

Toronto, Ontario, Canada

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $7.40 per 100 lbs.; 5 lb. packages, $7.20 per 100 lbs.; white, 2½ lbs., $6.80 per 100 lbs.; 5 lbs., $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb...	0 50
Larger quantities, per lb..	0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 30
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.....	$1 35
Weighted, 20 lbs., doz.....	1 60

COATING

Cement Coating	$2 55 2 75

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg..	5-12c
Burnt Umber, 100 lbs.....	5-12c
Raw Sienne, 100 lb. kegs..	5-12c
Burnt Sienna, 100 lb. kegs	5-12c
Imp. green, 100 lb. kegs...	0 22
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs..	0 12
Indian red, No. 1, 100 lb. k.	0 05
Venetian red, best bright.	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs.	0 03
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 03½
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 18
Chrome yellow, pure 30-35	
Golden ochre, pure	0 18
French spruce ochre, pure	0 15
Chrome green, pure 15-22	
French permanent green, pure	0 22
Signwriters' black, pure..	0 24
Marine black, 25-lb. lrons	0 07
Lampblack	0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..	
Alba-Gloss enamel	
Anchor Floorlustre	
O.P.W. Sunshine White ..	
Jas-per-lac floor enamel ..	
Jas-per-lac art enamel	
Martin's Enamel	
Mooramel	

FILLER Gal.

Luxeberry Enamel $5 00	
Screen Enamel, BB.	1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs.	0 15½

$1.10 for demi-john extra.

GLUE Per lb.

French medal	
English common sheet 30-35	
English prima	0 38
White pigsfoot	0 28
Cake bone, 112-lb. bags...	0 30
Hide, 112-lb. bags	35-38
Gelatine, 112 lb. bags....45-60	
Ground glues, 112 lb. bags—	
No. 1	30 32

GLASS

	Single Thick	Double Thick
(Under 25) $7 80		$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50 .....11 75		15 50
51 to 60 .....12 25		15 85
61 to 70 .....13 10		16 80
71 to 80 .....14 75		18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105.....		32 00
106 to 110.....		37 00

Toronto, London and Hamilton:—Single or Double Thick—15% off above; 50 cases or over, open cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10%; 35 cases and over, open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure $14 80		$15 00
Crown Diamond ..	14 80	15 00
Green Seal	14 80	15 00
Tiger Pure	14 80	15 00
Ramsay's Pure	14 80	15 00
Moores Pure	14 80	15 00
O.P.W. Dec. Pure..	14 80	15 00
Red Seal	14 80	15 00
Decorator's Pure ..	14 80	15 00
O.P.W. English ...	14 75	15 25
Elephant Genuine..	14 75	15 25

B.B. Genuine Lead, less than tons, $16.20 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50 13 50
Genuine, 100-pound kegs, per cwt..	13 87½ 13 87½
Less quantity	0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins $31 50		$22 75
2-lb. tins		21 75
5-lb. tins	29 50	17 50
10-lb. tins	28 50	....
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks		15 00
600-lb. casks		14 75

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.60. White in lb. pkgs., per 100 lbs., $6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white $3 05	
B.H. English, colors	2 80
Crown Diamond, white.....	2 80
Crown Diamond, colors.....	2 55
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint ...	1 95
Moore's Sani-Flat	2 10
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white ..	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white ..	3 05
Sherwin-Williams, colors ..	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white ...	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65

Per 100 lbs.

PARIS GREEN	Munro's	C.P. Co.	Bergers
600-lb. bbls... ...		43 75	44 50
250-lb. kegs..	43 75	44 00	44 75
100-lb. drums.	44 75	45 00	45 75
50-lb. drums..	44 75	45 00	45 75
25-lb. drums..	45 00	45 25	46 00
1-lb. 100s, pks	47 00	47 25	48 00
½-lb. 100s....	49 00	49 25	50 00
1-lb. 100s, tins	48 00	48 25	49 00

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2 35	$2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
See weekly report.		
Bulk, in casks	3 10	3 40
Bulk, 100-lb. drums	3 55	3 85
Bulk, 25-lb. drums	3 65	3 95
Bulk, 12½ lb. irons....		4 20
Bladders, in bbls...	3 80	4 10

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.90 to $3.25.
Pure Orange, gal., $2.80 to $3.

Gum, 50-53c lb.; finest orange, 57-58c lb.; finest white, 65-69c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto
See weekly report for prices.		

SLATING Gal

Liquid Slating, B.B.....	

VARNISHES Per gal cans

Gold Medal .....$	2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross.....	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor...	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil.	1 60
Jasperite Floor Finish...	2 25
Marble-ite Floor	2 54
Wood-var	2 54
Finest Interior	2 86
Durable Floor	2 40
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Spar-Not	3 08
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 15
Luxeberry spar	4 50

WATER PAINTS

Opalite, 200 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal. package, per pkg..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream	0 21½

WASTE, WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Fancy	0 16
Lion	0 14½
Standard	0 13
Popular	0 11¾
Keen	0 10½

WASTE, WOOL PACKING

Arrow	25
Axle	20
Anvil	15
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41-48c
Johnsons	41-48c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons	1 20
Barrels 1 00-1	05

$4 extra for barrels.

DOUGALL VARNISH

THE VARNISH THAT LASTS LONGEST

Proper Materials
Skilled Labor
Modern Machinery and Methods
Rigid Testing
Sufficient Ageing
A gallon of satisfaction with every gallon of Varnish.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

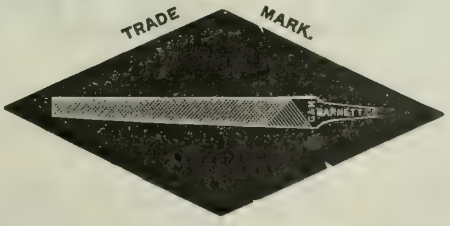
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.00; chilled, $18.50; buckshot, $17.80; ball, $18.20.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c

AXES

Single Bit	$ 8 00	$13 00
Double Bit	13 50	15 50
Broad axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 15%; 7-16 and larger, net list; machine, ⅜ and under, 15%; 7-16 and over, 5%; machine set screws, 25%; plough bolts, 5%; nuts, small lots, 3c advance over list; case lots, 2c advance over list stove bolts, 50%; shaft bolts, 5%; tire bolts, 30%; sleigh shoe bolts to ⅜, 5%; 7-16 and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8¾c; ⅜, 7¾c; tie out, 65%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 9½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 40 p.c.; Blacksmith, ½ in. round shank, 35 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	8 00	11 75
26 to 40	9 00	13 75
41 to 50	11 50	15 25
51 to 60	12 00	16 00
61 to 70	13 00	17 25

GLASS (Plate)

20% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.90; No. 2 and larger, $5.65; snowshoes, No. 0 to No. 1, $6.15; No. 2 and larger, $5.90; steel, No. 0 to 1, $6.35; No. 2 and larger, $6.10; featherweight, $7.50.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng...	8 75	8 75
28 Am. or 26 Eng....	8 45	8 45
26 Am. or 26 spec....	8 15	8 15
24	8 00	8 00
22	8 00	8 00
18 and 20	7 85	7 85
16 Am.	7 70	7 70

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Potts No. 50 set 1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz..........	8 75

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base: Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $5.10.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 3c advance over list; case lots, 2c advance over list; Hexagon, small lots 3c advance over list; case lots, 2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24½c; Buffalo Engine gasoline, 33½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 33c; Family Safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer Black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 16½c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 41	$ 6 84
⅜ inch	4 50	6 93
½ inch	5 85	7 65
¾ inch	7 20	9 67
1 inch	10 71	14 31
1¼ inch	14 50	19 35
1½ inch	17 33	23 13
2 inch	23 30	31 14
2½ inch	36 90	49 28
3 inch	48 24	64 35
3½ inch	60 17	....
4 inch	71 28	....
4½ inch	89 10	...
5 inch	103 50	....
6 inch	134 55	....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $7.25; full polished, $8.25; 18 x 24, half polished, $7.25; full polished, $8.25; 20 x 28, half polished, $7.50; full polished, $8.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	4 00
25-lb. irons, per cwt.......	4 30
1½-lb. tins	0 07½

RIVETS AND BURRS

Iron rivets, 20 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 24c base; pure Manila, 30c base; British Manila, 25c base; lath yarn, 24c base; African hemp, 25c base; cotton rope, rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.)

10 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	6 75
12 gauge	6 75
14 gauge	6 50
16 gauge	6 50
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No. 4, $11.25 doz.; No. 6, $12; No. 8, $12.75; No. 10, $13.55; Moose and Jones Scoops, No. 4, $12.45; No. 6, $13.15; No. 8, $13.85; No. 10, $14.55 per doz. dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg: galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east, octagon tool steel, 12½c base; square tool, 13½c base; spring, $5; machine, $5 base; tire, $4.50. Mild, 3-16, ¼, 5-16, $6 base; other sizes, $4.50 base.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C................	$19 00
20 x 28 I.X................	20 50
20 x 33 I.C................	21 50
20 x 33 I.X................	23 50
Terne plates	19 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal...	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 5% + 75c; full boxes, iron, 10% + 75c.

WHITE LEAD

Decorators' pure, ton lots, $15.55; less than ton lots, $16.20.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.30; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.70 Winnipeg; $6.30 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $5.95; 10, $6; 12, $6.15; 14, $6.30; 15, $6.45; 16, $6.60 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Stephens

WA-KO-VER STAIN FOR FLOORS AND INTERIOR FINISH

Is essentially a colored varnish of such remarkable toughness and elasticity, that wood treated with it may dent under a blow, but the finish will give with it without cracking.

WA-KO-VER STAIN does not cover up the natural beauty of the wood, but rather emphasizes the grain and imparts any desired effect.

Any article finished with these stains may be washed with soap and water without impairing the brilliancy of the finish.

Are we represented in your town? If not, write for our exclusive agency proposition. *It stands in a class by itself as a profit-maker.*

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

JENKINS BROS.' "Type K" BRASS GATE VALVES

MADE IN CANADA

Only the WEAR and TEAR of HARD, CONTINUOUS SERVICE is the TRUE TEST of a VALVE.

EFFICIENCY, under the most exacting conditions, has PLACED and KEPT TYPE "K" GATE VALVES in thousands of up - to - the - minute POWER PLANTS.

Their design is graceful, the metal is evenly distributed so as to insure rigidity and strength, preventing distortion due to strain or shock, and are of the DOUBLE WEDGE type.

Unlike Valves with a solid wedge, the Discs in the TYPE "K" VALVE will not jam in the Valve body, for the first movement of the Spindle loosens the Discs and the guides in the body remove them from the seat-faces.

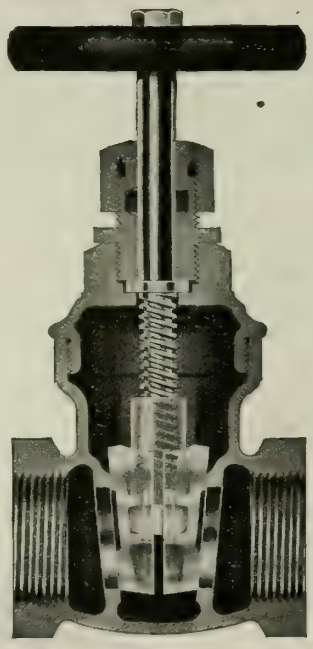


Fig. 300. Type "K" Brass Gate Valve. Screwed. (Sectional View)

TYPE "K" GATE VALVES are a "TRIED" VALVE.

In SERVICE they have PROVEN themselves to be WITHOUT an EQUAL.

They are not sold for trial or testing purposes, but to stand hard, continuous work.

GUARANTEED against defects in MATERIAL or WORKMANSHIP and in other respects carrying the usual JENKINS BROS.' GUARANTEE OF SERVICE and SATISFACTION.

Registered and approved for use in the Provinces by the Departments of Public Works.

Write for Catalogue No. 8.

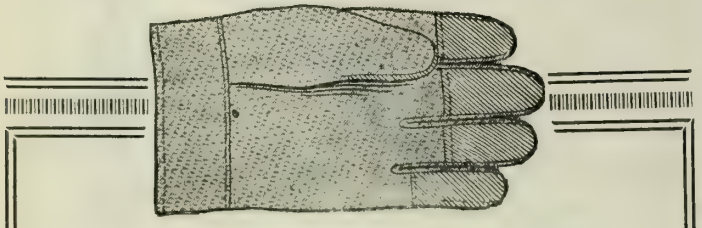
JENKINS BROS., Limited

TRADE JENKINS MARK

103 St Remi Street
MONTREAL

TAPATCO COTTON GLOVES

REGISTERED TRADE MARK BRAND



Sell Without Effort

These Cotton Gloves are their own salesmen and it is a delight to many dealers the way they sell. TAPATCO Cotton Gloves are serviceable gloves—made to stand wear—hard wear—at the same time their appearance is pleasing—Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Our Leatherette-faced glove is a winner—get a sample of it.

Give the TAPATCO Line prominence, it will mean profit and other sales. Order through your jobber.

The American Pad & Textile Co.

CHATHAM, ONTARIO

DESIGNING AND BUILDING THE PERFECT HOME

Who knows it all when it comes to planning a new home? Do you? Does your neighbor? Does your architect? Does your builder? What perfect home do you know of?

Now perfection may be impossible to obtain, but one can approach perfection by educating oneself concerning

the site, the plan, the style, the decoration, and other related matters.

Experience teaches. Therefore use the experience of others and their good counsel, born of errors and of successes, as found in the book.

BUILDING A HOME

By Desmond and Frohne, the editors of **The Architectural Record**, America's leading paper in its field.
(Price, $1.50, with 15c extra for postage.)

In this book are gathered together the counsels and experiences and suggestions of men who have had an exceptional opportunity to acquire wisdom in relation to the building of homes. The book is a beautiful one as a piece of book-making, and is richly illustrated. It is no economy to save $1.50 when you are considering the building of a home.

Send for the book now, and have it ready against the day when you will build the home of your dreams.

The MacLean Publishing Co., Limited

143 University Avenue -:- Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

This is the Kind of Trade Our Advertising Reaches

Lowe Brothers' advertising is based on the principle that it pays to go after GOOD trade, and go after it hard and all the time.

Lowe Brothers' dealers are often surprised with the breadth and depth of our advertising appeals—they forget for the moment that we've been not only making High Standard Paints for over 50 years, but we have been learning how to advertise them, and to sell them for our dealers.

The result is—Lowe Brothers' advertising GETS the right trade—Lowe Brothers' "High Standard" quality HOLDS it—and our dealers find the local "best" trade comes their way as a matter of course.

Let us send you our proposition to-day.

Lowe Brothers LIMITED
TORONTO

Lyon Paint & Glass Co., Limited, Winnipeg

If interested, tear out this page and keep with letters to be answered.

A Straight Talk from the Manager

No. 59

ONE of the livest hardware stores in Ontario was visited by a HARDWARE AND METAL representative this week. The proprietor* has made a conspicuous success of his business, and dealers everywhere could profit by his example, in any department.

"The first thing I look for in Saturday's mail," said this merchant, "is the 'Markets at a Glance' column in Hardware and Metal. On Sunday I read Hardware and Metal after my Bible, and then I bring it back to my office, where I keep a complete file right at my elbow."

The well-thumbed copies of last year's Spring and Fall Numbers of Hardware and Metal speak eloquently of the use this merchant finds for the two big issues of the year.

It is a fact that the biggest and most successful hardware merchants in the Dominion are the closest readers of Hardware and Metal. It is not unreasonable to suppose that this habit has contributed very materially to their success.

J. G. L.

*Name on request.

OWL BABBITT METALS

We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells $100 a month. The profit each month pays half his rent. What about you?

OWL METAL CO. - WINNIPEG

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

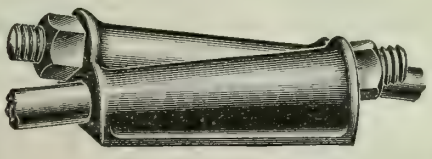
Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

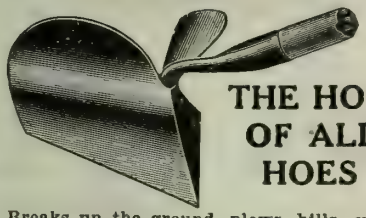
Lugs for Bands

on silos, tanks, wood pipe lines, etc.



For round rods ⅜ to 1½ inches.
For flat bands 2 to 6 inches.
(A number of patterns)
Also Drive-Well points.
Fence Building Tools.

Otterville Mfg. Co., Ltd.
OTTERVILLE, ONT.



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by

SCHOENER MFG. COMPANY
St. Cloud, Minn.
Eastern Canadian Distributors:
Louis A. Larson, Ottawa.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

Atlas 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.

ESTABLISHED 1849.

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria,, B.C.	

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

DON'T STOP ADVERTISING.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness —it compels people to think of you.

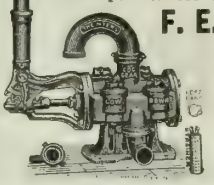
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



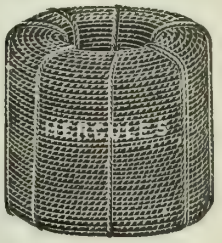
F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

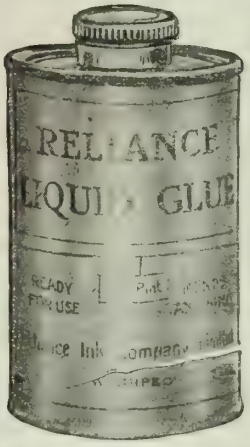
Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps

SASH CORD

THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM



Reliance LIQUID GLUE

Always Ready

Extra Strong

Sold by Your Wholesaler

Reliance Ink Co., Limited, Winnipeg

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

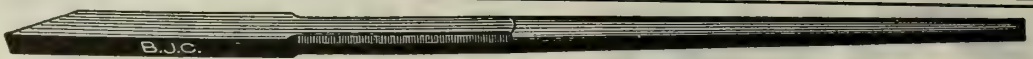
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

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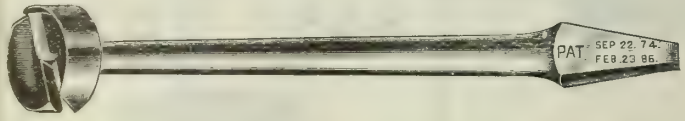
J. H. McCOMB, LIMITED Manufanturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



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Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

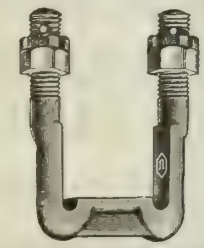
LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.



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EDWARD HALLORAN, *General Manager*

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Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

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MEASURING TAPES

Linen, Metallic and Steel

TRE BLE

Engineers' Small Tools

For Prices, Catalogues, etc., apply to

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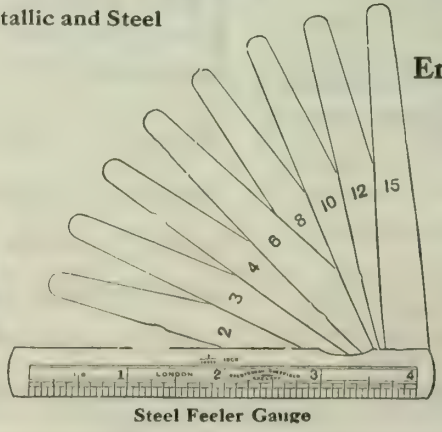

Steel Feeler Gauge

Steel Rules, Gauges, etc.

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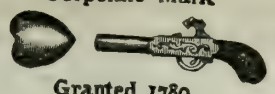
Jonathan Crookes & Son

Corporate Mark

Sheffield  England

Granted 1780.

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THE BRITISH ALUMINIUM COMPANY, Limited

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

CANADIAN HEAD OFFICE:

60 WEST FRONT STREET TORONTO

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Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

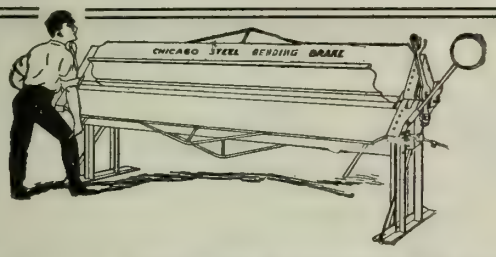
OVAL AND ROUND TOPS
for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES
for Dentifrice, Soap Tablets, etc.

FERRULES
for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS
in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) **Edmonton, London, N.**



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

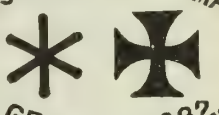
JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK



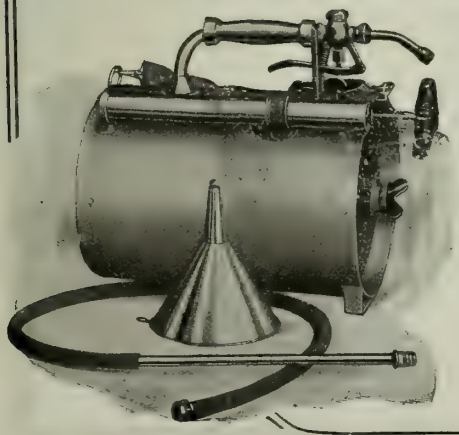
GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL



EUREKA

Fountain Compressed Air Sprayer

The Quality Sprayer

This sprayer saves its own cost in the great saving of time and labor. It is operated easily with one finger by controlling lever. One pumping will empty the entire contents of tank. A good Seller. Get Catalogue.

The Eureka Planter Company, Limited

Woodstock, Ontario

Arctic Metal

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.

We guarantee every pound.

Tallman Brass & Metal Co.

HAMILTON, ONT.

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Dollars for Debts

TURN YOUR SLOW AND BAD ACCOUNTS into money. Every business and professional man abandons as hopeless, many outstanding dollars that should show in his cash drawer, or Bank Account. Every bookkeeper, credit man, collection manager or other employees who handle accounts, let GOOD dollars get away that should appear in larger profits for his employer, and increased salary for himself.

Every professional collector, every Commercial Lawyer puts into his "Drop or Dead File" the equivalent of hard dollars that ought to figure in his monthly income. THE COMMERCIAL UNDERWRITERS has a system that will bring your dollars home.

We are NOT a collecting agency. Our method of adjusting bad accounts is DIRECT FROM DEBTOR TO CREDITOR. We handle no moneys.

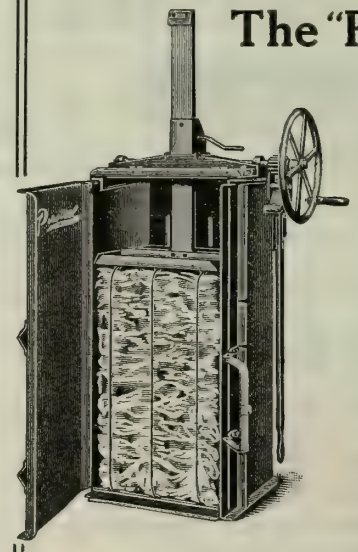
If you have any bad accounts, you need us. Adjustment made in the United States and Canada. Write us for full particulars.

Commercial Underwriters
36 James St. South
HAMILTON, ONT.

Don't Burn Dollars

Turn Your Waste Paper Into Paper Money

The waste paper that you spend so much time in destroying has a considerable cash value, which is increasing almost daily.



The "Presteel" Fire-Proof Baler

Is all-steel and fire-proof, unbreakable and unburnable, also very compact.

The Presteel has fewer parts than any other baler. It cannot get out of order, and will last a lifetime. It is easy, simple and quick to operate.

Its special features make it superior to any other baler on the market.

Greatly reduces fire danger.

There's a place for a Presteel in every store, office and factory.

They're profitable to use and profitable to sell.

Write for full details.

Spielmann Agencies (Reg'd.)
45 St. Alexander St., Montreal, P.Q.

"I don't know why I ever stopped subscribing to HARDWARE AND METAL," says an ex-hardwareman who has been in the real estate business for the past six years.

"I am thinking of getting back into hardware again, so you may enter my subscription.

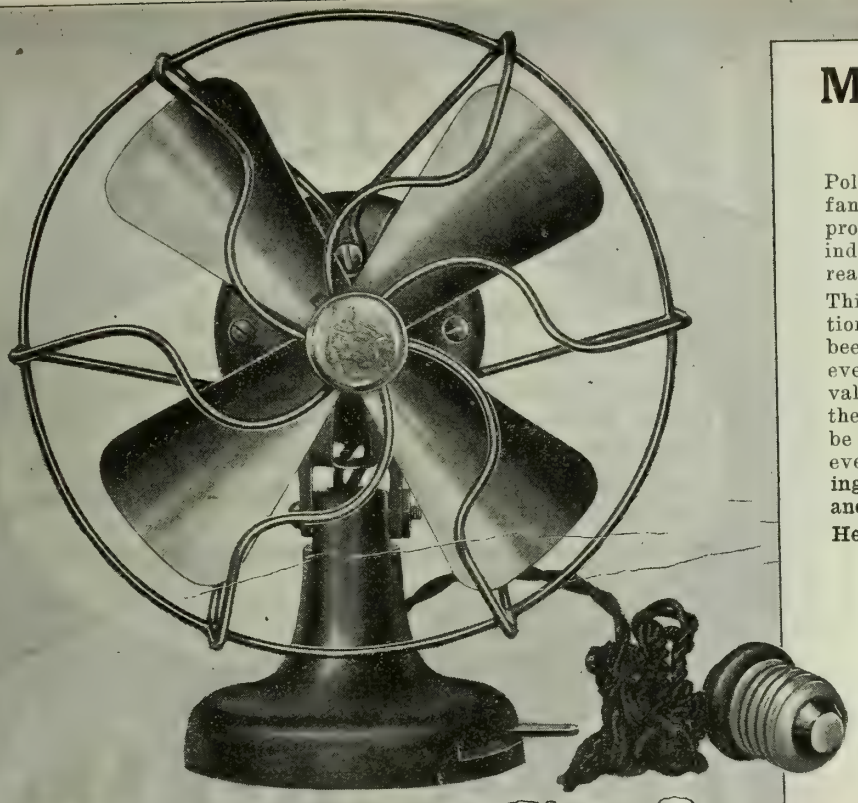
"I have always had a warm spot in my heart for HARDWARE AND METAL, because I made a lot of money through it.

"The best deal I ever made was the result of a prediction in HARDWARE AND METAL, that the price of pig-iron would advance shortly.

"I immediately placed a big order for stoves with one of HARDWARE AND METAL'S advertisers, just in time to take advantage of a heavy increase in the price of stoves.

"I could tell you of many other profitable deals that HARDWARE AND METAL helped me to make, but this was the best one."

If interested, tear out this page and keep with letters to be answered.



Polar Cub
REG. U.S. PAT. OFF.
Electric Fan
$7.50

Making a Good Thing Better

Polar Cub was the **first** low-priced fan. It "led the procession" by proving the vast sales field for an individual fan at a price within the reach of everybody.

This year Polar Cub is without question the **best** low-priced fan. It has been improved and perfected in every detail. It gives much bigger value than the previous models. But the price remains $7.50! And it will be advertised on a bigger scale than ever before—in **The Saturday Evening Post, Collier's, Literary Digest, and System.**

Here are the 1917 improvements:

- **Two speeds and stop.**
- **Die-cast frame (57 fewer parts).**
- **Bearings are integral part of die-casting.**
- **Cannot get out of alignment.**
- **Guard spot-welded and unbreakable.**
- **Fan adjustable to any angle.**
- **Hook on base for attaching to wall if desired.**
- **Equipped with 8-foot cord and plug.**
- **Blade diameter, 6 inches; height of fan, 8 inches; net weight, 3 lbs. 5 oz.**

Trade discounts as follows:

Less than 6 fans .....$7.50 each
Six fans and over .....$5.50 each

Terms: 2-10-30 f.o.b. Toronto.

Fans packed 6 and 12 to the package. Upon request we furnish, free, striking sales-making store display material.

Order Early. We have largely increased our production facilities, but despite this the demand will exceed the supply.

So place your order now. If further information is wanted, write us.

MENZIES & CO., LIMITED
439 King Street West,
Toronto - - - Ontario
Canadian agent for A. C. Gilbert Co., New Haven, Conn.

CANADA CEMENT COMPANY LIMITED
PORTLAND
CANADA
CEMENT
MONTREAL

SOON YOU WILL BE GETTING READY FOR SPRING. BUILDING WILL BE STARTLING YOU SHOULD BE PREPARED TO BE IN LINE FOR YOUR SHARE OF THE BUSINESS BY STOCKING EARLY IN BUILDERS' SUPPLIES.

"Rock" Wall Board

for walls and ceilings, is a high quality material. It is not intended only for the man who wants something cheap—it is good for good work. Sold in sheets 48" wide by 6, 7, 8, 9, 10 and 12 ft. long.

"HAMMER BRAND" PLASTER OF PARIS the best brand of plaster made.

IMMEDIATE SHIPMENT OF ALL THESE LINES FROM STOCK.

Walter Belyea
Successor to the Late
THOMAS BLACK
WINNIPEG

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.
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BAR IRON

Before you build your home

You will save many dollars, avoid many mistakes, and add vastly to the satisfactoriness of final results if you make yourself thoroughly familiar with the book—

Building a Home
By Desmond and Frohne

These two men are editors of *The Architectural Record*, the leading paper in its field on this continent. The book is full of sound sense, and is inspiring and educational. Many fine illustrations assist the text.

The price, post paid, is $1.65 ($1.50 at our office). This price is as nothing in comparison with the value of the book to those planning to build.

The MacLean Publishing Co., Limited
143 University Avenue, Toronto, Ont.

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Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

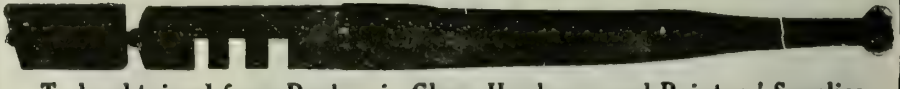
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

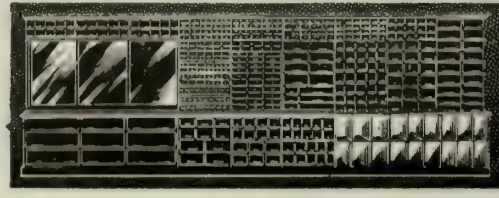
The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

MEDALS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"EUREKA" Garden Tools and Implements

The Eureka Line includes Garden Drills, Cultivators, Sprayers, Planters and Seeders, Sanitary Churns, Root Cutters, Combination Wagon Box and Rack Spring Seats.
These goods are standard goods of a high quality and are guaranteed as represented.
Ask for Catalogue.

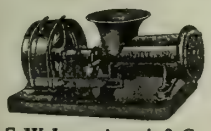
The Eureka Planter Co. Ltd., Woodstock, Ont

IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dr matches may save your lif. "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for $1.00.

Hyfie d Mfg. Co., 48 Franklin St., .Y.

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W.Lamplough & Co., Unity Bldg., Montreal

"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street. TORONTO

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.

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The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

The PARMENTER BULLOCH CO., Ltd

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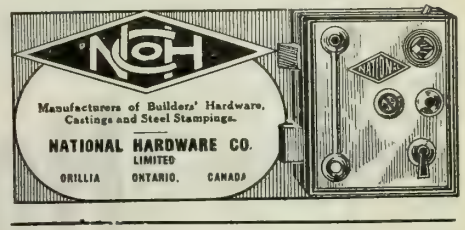
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
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Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

SPRAYERS

We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto

LARGEST CANADIAN DEALER

ADEL. 760 WASTE PAPER

E. PULLAN TORONTO

C. S. TURNER CO.

147 Bannatyne Ave. East, Winnipeg
Manufacturers' Agents
Excellent Storage, Forwarding, and Distributing Facilities.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE.

AUTO ACCESSORIES

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite

Quick Service

Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

ENAMELLED STEEL BATH

Body made of high-grade galvanized steel, finished on the inside with three coats of Pure White Enamel.
A VERY ATTRACTIVE, DURABLE BATH AT A SMALL PRICE. Write for full details.

The Steel Trough & Machine Co., Limited, Tweed, Ont.

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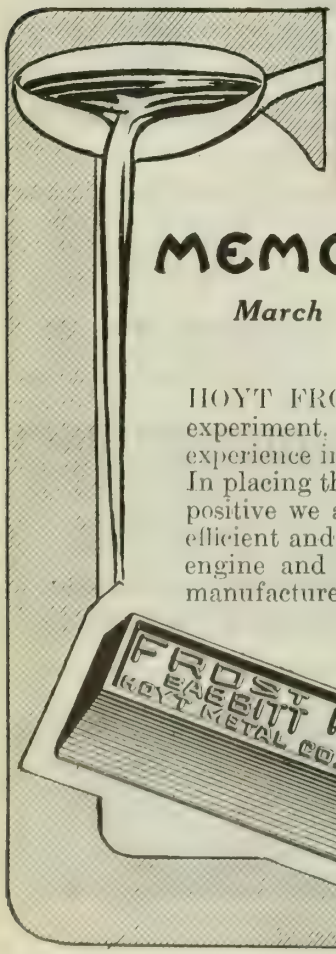


HOYT METALS

MEMO
March 3rd

for your Babbitt Metal file

HOYT FROST KING BABBITT is no experiment. This metal is the result of experience in alloying for over forty years. In placing this metal on the market we are positive we are giving the trade the most efficient and durable babbitt for all round engine and machine work that can be manufactured. We have never had a complaint as to its quality, and have had many letters stating emphatically the superiority of this metal over other babbitts that have been used in the past.

The Hoyt Metal Company believes you will serve your best interests by giving this alloy a trial.

Write for our price list.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATION VACANT

WANTED — HARDWARE CLERK, GOOD salesman. State experience and salary wanted. Apply Box 51, Meyronne, Sask.

A FIRST-CLASS TINSMITH — STEADY work; also a man of two or three years' experience; references required; state wages wanted. Box 424, Hardware and Metal, Toronto.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

PAPER BALERS

THERE IS MONEY IN USING AND SELLing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SITUATIONS WANTED

HARDWARE CLERK SEEKS POSITION—12 years' experience. Can take charge. Box 433, Hardware and Metal, Toronto.

SHEET METAL WORKER WITH 13 years' experience, is open for engagement after March. Can take charge of shop. Can do plumbing. Box 432, Hardware and Metal.

EXPERIENCED HARDWARE MAN, NOW in the employ of a large Canadian house, is anxious to better his position; has wide wholesale and retail experience. Anxious to locate in Montreal or Winnipeg. Position must be permanent and salary good. If you have need of such help, here is a man who will give you value for every cent invested in his salary. Box 431, Hardware and Metal, Toronto.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

FOR SALE

FOR RENT — TINSHOP AND TOOLS — good opening for good mechanic. Apply Box 51, Orangeville, Ont.

A 640 ACCOUNT McCASKEY REGISTER —practically new; will sell cheap for cash; reason for selling, doing a cash business; can recommend register. R. A. Wells, Dresden, Ont.

HARDWARE BUSINESS IN HAMILTON for sale, including stock, fixtures and dwelling. Cash deposit required, security for balance. Best reason for selling. Box 426, Hardware and Metal, Toronto.

WE HAVE FOR SALE CHEAP, A QUANtity of good clean cuttings; good sizes in both galvanized and black, all gauges, 10 to 10¾ oz. inclusive. Wheeler & Bain, Toronto.

WELL ESTABLISHED GENERAL STORE business and dwelling in lively western town; turnover $100,000 yearly. Hardware, groceries and dry goods. A good proposition for the right party. Good reasons for selling. Apply to Box 435, Hardware and Metal, Toronto.

HARDWARE STOCK IN THE TOWN OF South Porcupine, right in the heart of the great Porcupine gold fields. Stock is clean, well assorted and mostly bought before the heavy advances. Will run about $7,000.00. Spring lines booked at prices very much below present market. Best stand in town. Will either sell or rent property. Doing a fine, profitable business, which promises continual increase. Splendid chance for two young men. Best reasons for selling. Will be off market unless sold by March 15th. Write or wire the owner. H. N. Joy, South Porcupine, Ont.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

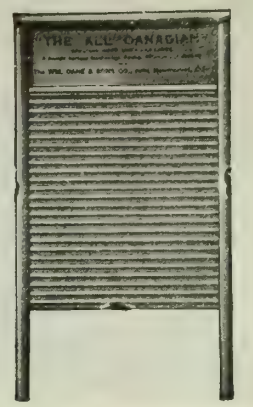
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

SIGNS AND SHOW CARDS

GLASS, WOODEN AND BRASS SIGNS. W. H. Stevenson, Stevenson Bldg., Toronto.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS



'CANE'S Popular Wash Boards

The Cane line of Wash Boards are still in demand.

Our All-Canadian All-Wooden Wash Boards are becoming popular sellers. Being cheaper than zinc or glass, they appeal to the economical house wife. This line gives you a better profit—and costs the housewife less. Boost it!

The rubbing surface is made of the finest grained hardwood. Material—Workmanship — everything even to the nails—Canadian Made.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

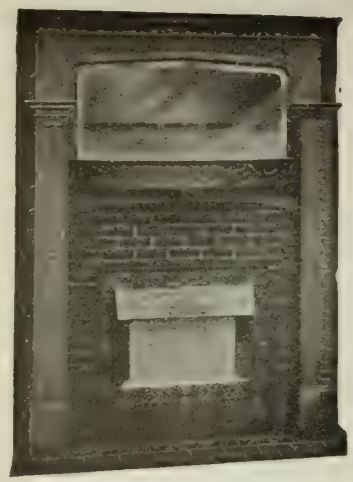
The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board

NEWMARKET, ONT.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

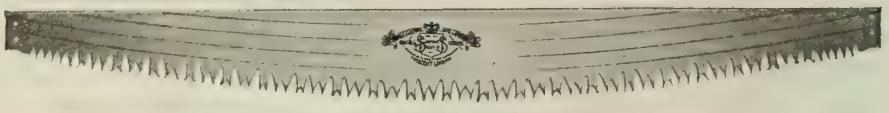
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

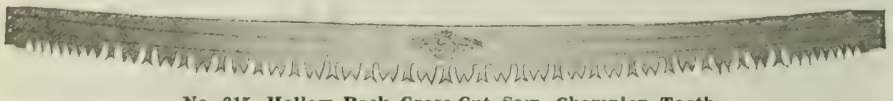
It's a Pink anyway you take it, and it's the best Peavey made.

You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws



No. 13. Full Width Cross-Cut Saw.

No. 22. Full Width Cross-Cut Saw.



No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.

No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.

YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave., Montreal, Que.

Vancouver, B.C. St. John, N.B.

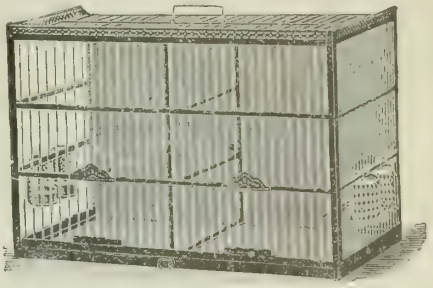
"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

No. 86S Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Jappaned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 22 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.



The Andrew B. Hendryx Company
NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

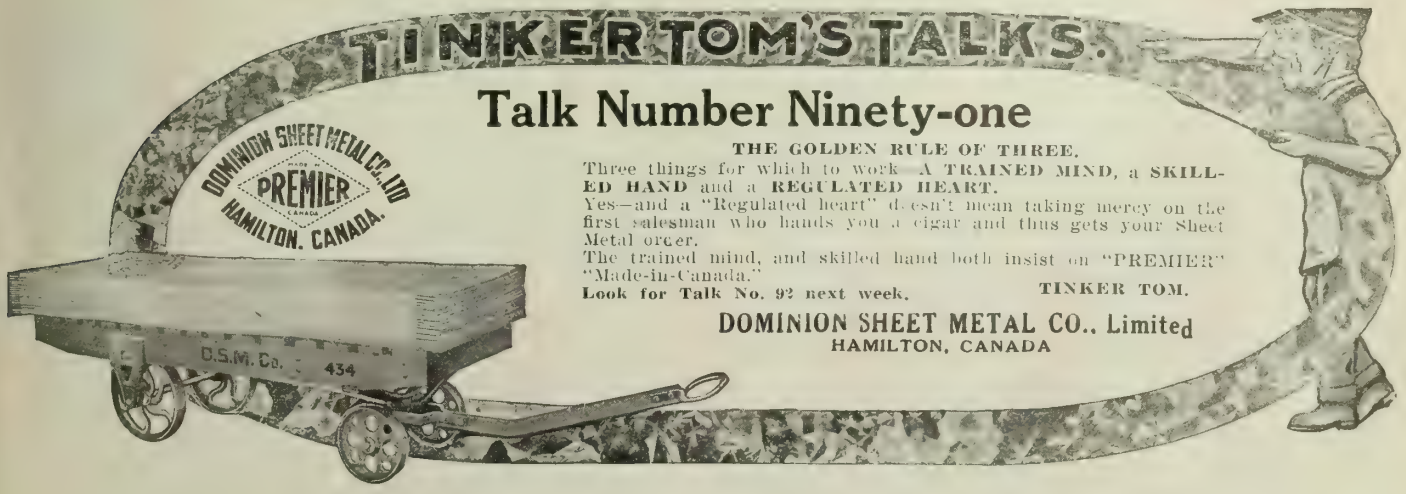
"RELIABLE" "CHALLENGE" "RIVAL" "BANNER"

Everybody Knows These LUFKIN Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes.
They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue — THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT. — Stocked by all jobbers.

TINKER TOM'S TALKS.



Talk Number Ninety-one

THE GOLDEN RULE OF THREE.

Three things for which to work—A TRAINED MIND, a SKILLED HAND and a REGULATED HEART.

Yes—and a "Regulated heart" doesn't mean taking mercy on the first salesman who hands you a cigar and thus gets your Sheet Metal order.

The trained mind, and skilled hand both insist on "PREMIER" "Made-in-Canada."

Look for Talk No. 92 next week. TINKER TOM.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

The Greatest Tool Catalog
is out this week

Did you get your copy safely?

Goodell Pratt Company

Toolsmiths

Greenfield, Mass.

HARDWARE AND METAL

Vol. XXIX
No. 10

PUBLISHED EVERY SATURDAY SINCE 1888

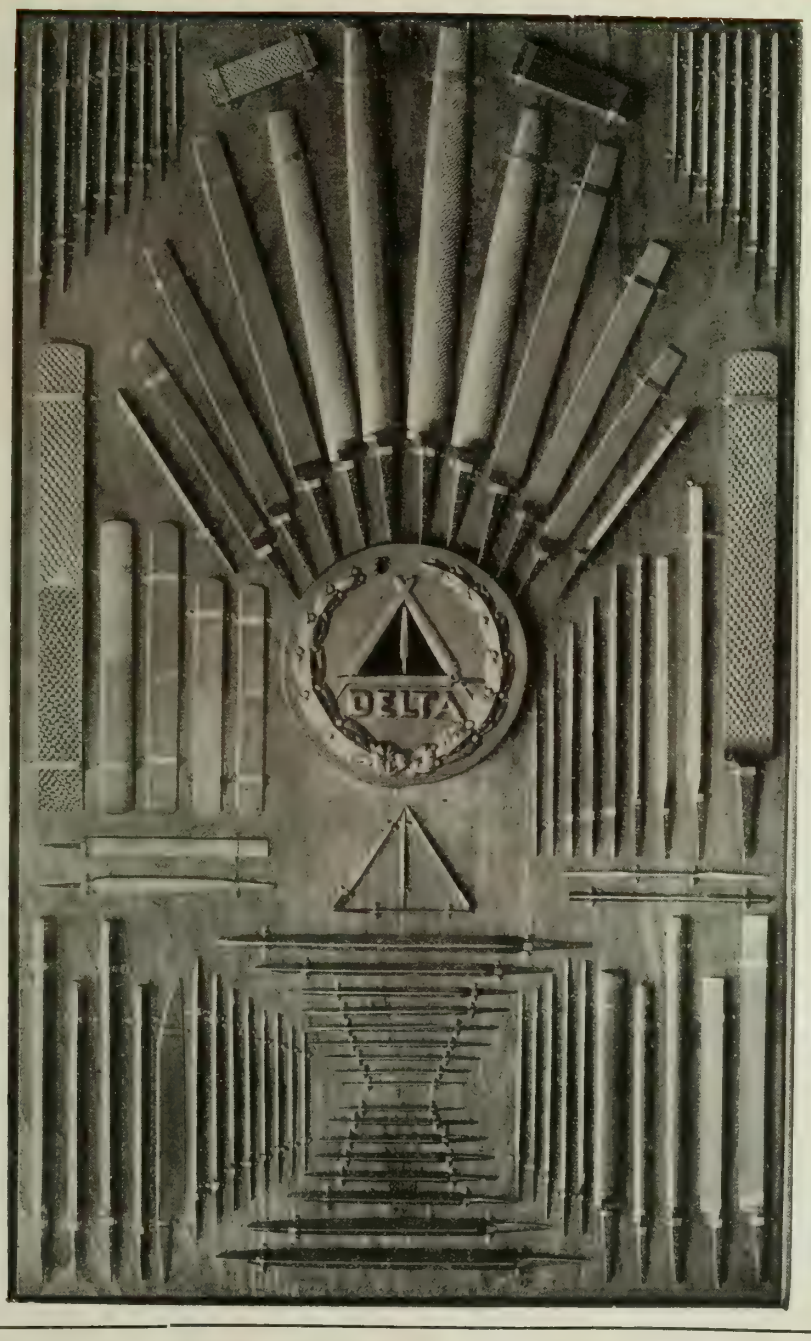
March 10
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

THE WINNERS

USED IN EVERY SHOP WHERE ECONOMY AND EFFICIENCY ARE PRACTISED

TRADE MARK
DELTA



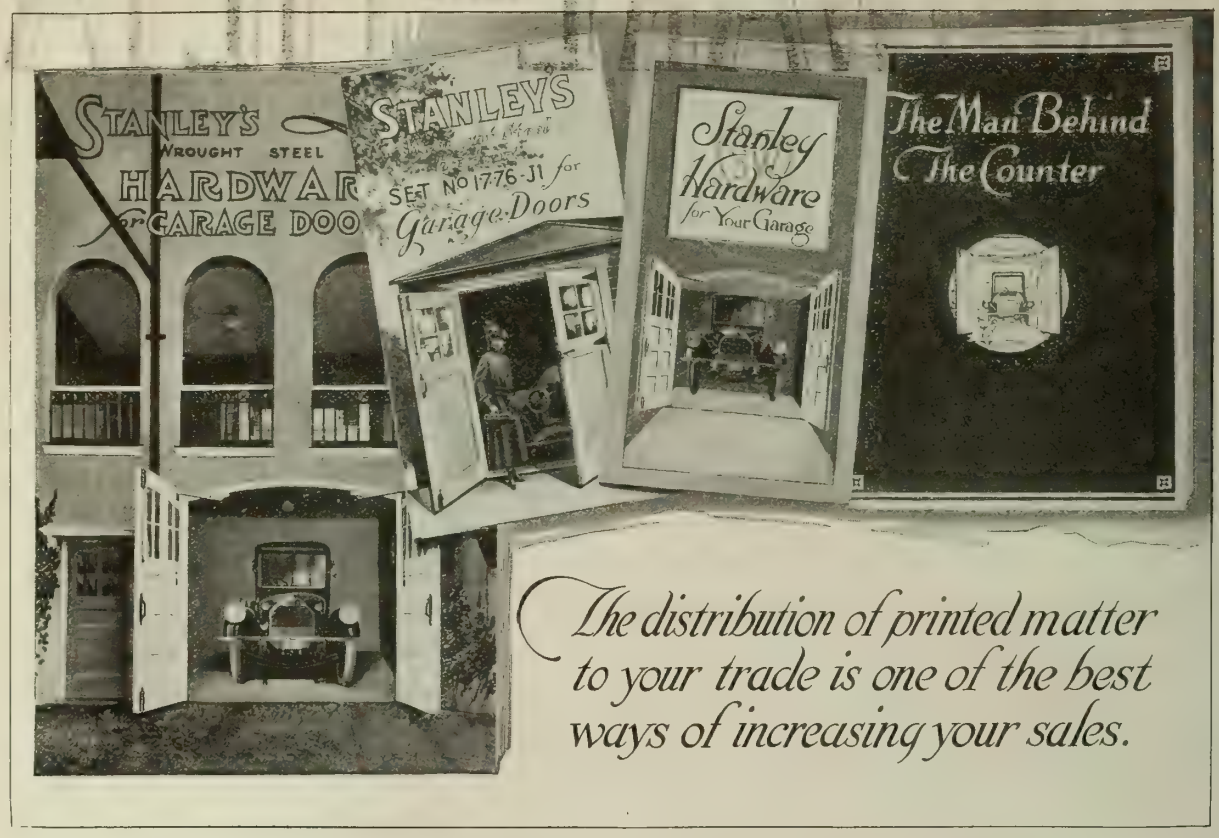
THE FILE YOU WILL EVENTUALLY USE—AS PERFECT AS WILL AND SKILL CAN MAKE—CLEAN, STRONG, SHARP TEETH

DELTA FILE WORKS

PHILADELPHIA, U.S.A.

USED IN EVERY SHOP WHERE ECONOMY AND EFFICIENCY ARE PRACTISED

FILES OF QUALITY



The distribution of printed matter to your trade is one of the best ways of increasing your sales.

THE judicious use of circulars furnished you by your manufacturers is a form of advertising that costs you little or nothing. Yet it is a most effective means of keeping your various lines before your trade.

Enterprising merchants never allow a package or a local letter to go out of their stores without a business-getting enclosure of some sort.

The Stanley Works will supply you with well designed folders, advertising Stanley Garage Hardware. These, with your name prominently printed on the front cover, will get the attention of all garage owners and builders who see them.

A blank for ordering advertising matter will be sent you with a booklet, "Selling More Stanley Garage Hardware." This booklet illustrates and describes the complete series of selling helps we have prepared to assist you increase your sales in this profitable line.

Fill out the attached coupon, pin it to your letterhead and send it to us to-day. It will bring you your copy of "Selling More Stanley Garage Hardware" immediately.

The Stanley Works

NEW BRITAIN, CONN., U. S. A.

Canadian Representatives:
A. Macfarlane & Co., Coristine Bldg., Montreal

M-10

THE STANLEY WORKS, New Britain, Conn. Attention Service Dept.

Send me a copy of "Selling More Stanley Garage Hardware"

Name .....

Firm .....

Address .....

Jobber .....

If you do not yet stock Stanley Garage Hardware, mark a cross in the square below. ◇

Padlocks

Door Closers

Night Latches

House Hardware

Yale Products **Made in Canada**

Every Yale product is a salesman in itself. "Yale" is the most convincing thing you can tell a customer when he is buying locks and hardware.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

"P.&W. Co."

SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

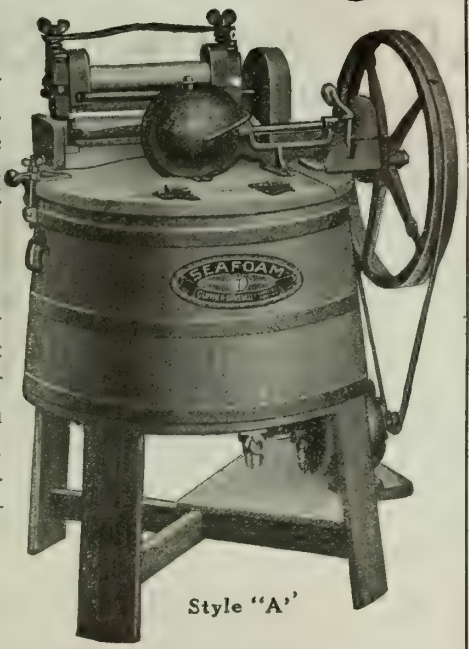
Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—LittleWork, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.



Style "A"

Made only by

Cummer-Dowswell, Limited

Hamilton, Ontario

? ? ? *Ask us for*

Wrapping Papers

Twines

Brooms Brushes

Parchment Butter Paper

Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.

HAMILTON and WINNIPEG

If interested, tear out this page and keep with letters to be answered.

"Universal" Kitchen Efficiency Contest

APRIL 9th TO 14th

Three Handsome Prizes For The Ladies, In Every "Universal" Town

WHERE THE DEALER "JUMPS IN"

To stimulate early season sales, for the Big-Three Universal Aids to good housekeeping, we will conduct, through the retail trade, during the month of April, a nation-wide, Universal Kitchen Efficiency Contest.

To each dealer ordering, between February 1st to March 15th,

1 dozen UNIVERSAL Food Choppers
½ dozen UNIVERSAL Bread Makers
½ dozen UNIVERSAL Aluminum Coffee Percolators

the factory will, upon notification to that effect, send direct to such dealers, without charge, except for transportation, the items listed below, to be given by the dealer as free prizes to his trade:

No. 1—A Universal Nickel Plated Coffee Machine, to be presented to the woman customer who submits, during the week of April 9th to 14th inclusive, what shall be judged to be the **best loaf of bread.**

No. 2—A Universal Steak Carving Set to the woman among their customers submitting the best **reason for using** a Coffee Percolator.

No. 3—A Universal Tea Ball Tea Pot, of imported enamelware and nickel silver Tea Ball, for the **best original recipe** submitted for a dish in the preparation of which a **Food Chopper** is used.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U.S.A.

Canadian Representatives: A. Macfarlane & Co., Montreal

FILL IN—TEAR OFF—MAIL THE COUPON SHOWN BELOW

Landers, Frary & Clark, New Britain, Conn. Feb.....1917

Gentlemen:—Please send us 6 "Universal" Percolators, 6 "Universal" Bread Makers, 1 doz. "Universal" Food Choppers, through.....Jobber's Name

Assorted as follows—Bread Makers.....(No. 2).....(No. 4).....(No. 44).....(No. 8)
Food Choppers.....(No. 0).....(No. 1).....(No. 2).....(No. 3)
Percolators...(No.....).....(No.....) ..... (No.....) ..... (No.....)

We should like forwarded direct, free of charge, Nickel Plated Coffee Urn, a pair of Stag Handled Carvers, an Enameled Tea Ball Tea Pot to use as prizes in the "Universal" Kitchen Efficiency Contest also the advertising matter as checked below.

[ ] Window Streamers Announcing Contest [ ] Special Contest Cards for Displaying Prizes
[ ] Percolator Cards [ ] Food Chopper Cards [ ] Bread Maker Trim
[ ] Booklet in Color for March 31st Statements and Counter use.....

Quantity

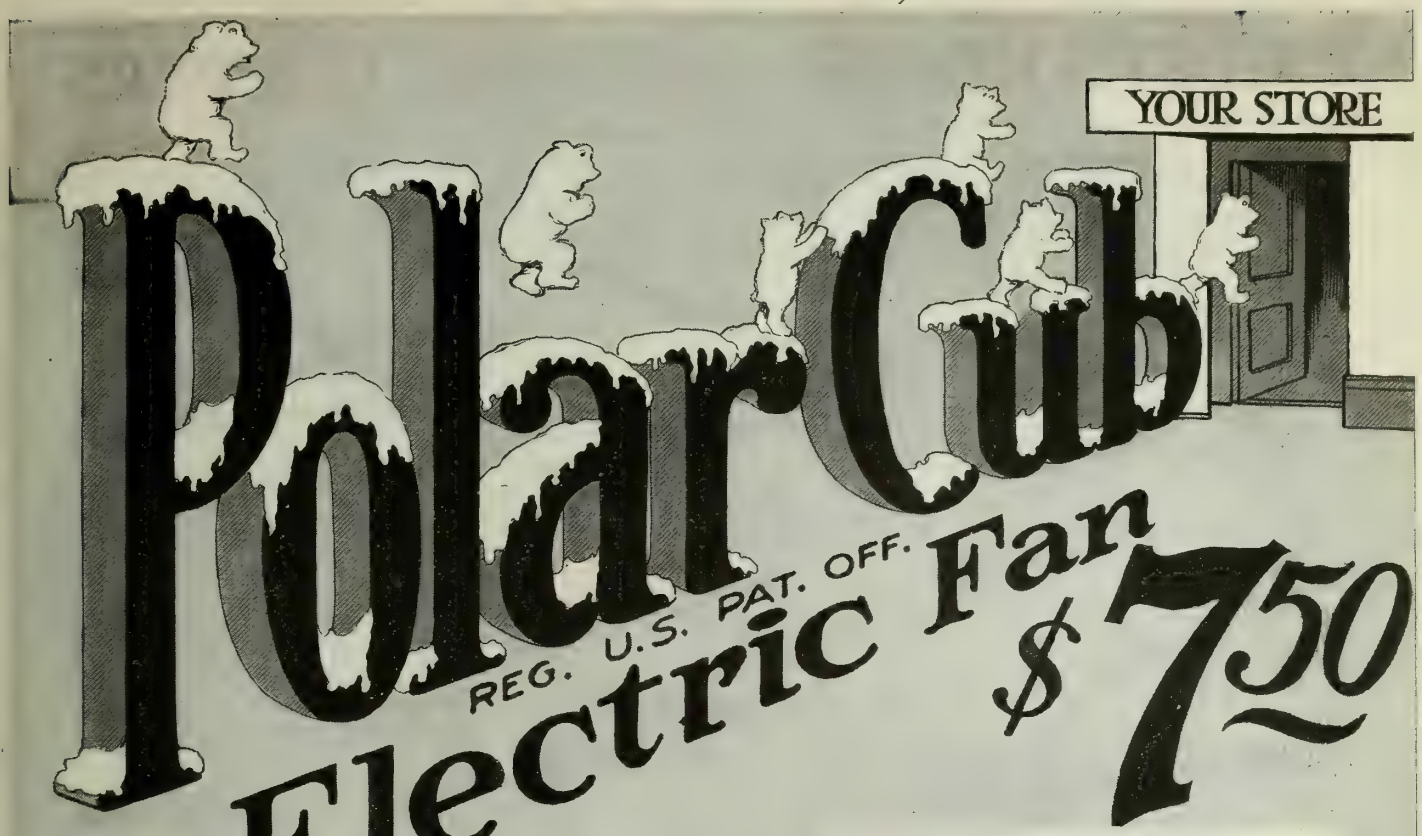
[ ] Street Car Cards..... [ ] Newspaper Ads.....($8\frac{1}{2}$ x 10).....(7 x $4\frac{1}{2}$)

Quantity Quantity Quantity

Firm Name .....

Address.....

If interested, tear out this page and keep with letters to be answered.



Polar Cub

REG. U.S. PAT. OFF.

Electric Fan $7.50

Don't judge it by the price

It's as good in every respect as any of the high-priced fans.

Even at the above low price it pays the retailer a good profit.

BLADE 6"
HEIGHT 8"
WEIGHT 3 LBS. 5 OZ.

Equipped with 8-foot cord and plug.

Adjustable to any angle.

Order a Sample NOW.

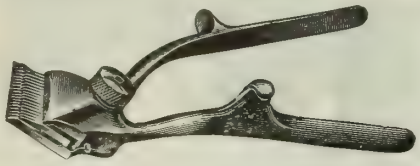
LEWIS BROS., LTD.
AGENTS
MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

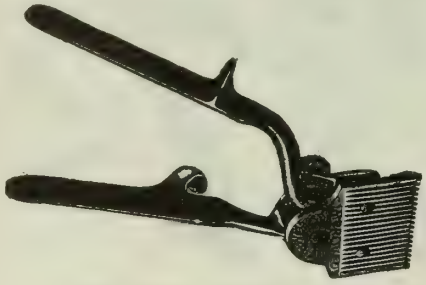
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.

No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.

SPEED
Best low-priced Clipper made. Retailing at about $1.00.

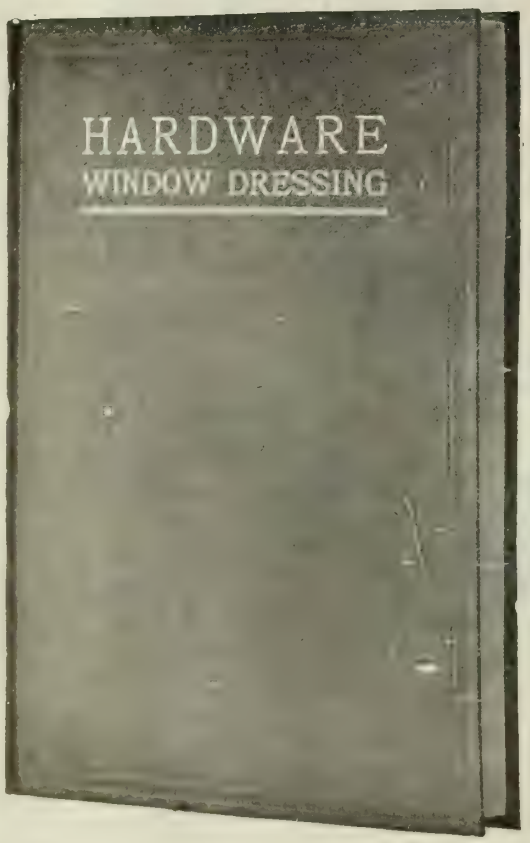


IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City

CADET
with visible spring, retailing at about $1.00.



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

If interested, tear out this page and keep with letters to be answered.

INSPECTING PISTONS
KING MOTOR CAR CO.

What Automobiles Have Done

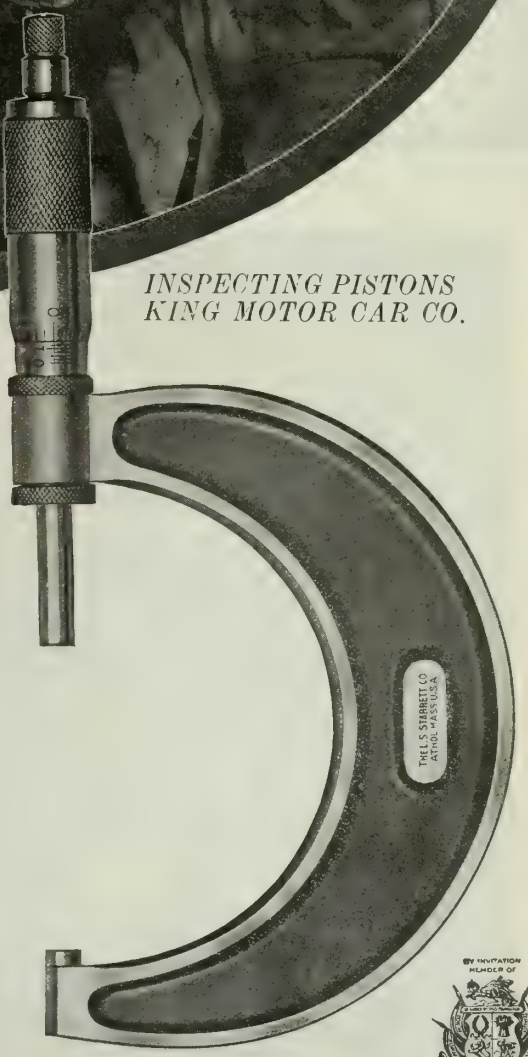
The tremendous developments in automobile and accessory manufacturing have created a most profitable market for fine measuring instruments. To produce the necessary jigs and dies for duplicate parts, it is necessary to have accurate tools to lay out, check up and inspect the work. Most toolmakers and machinists are using

Starrett Tools

because of their accuracy, reliability, and convenient design. They are the standard for all accurate measurements.

It will pay dealers to carry a complete line of these tools to fill the machinist's demand for rules, squares, levels, micrometers, calipers, and gages, to supply toolmakers and manufacturers with the larger and more expensive instruments such as vernier calipers, height gages, depth gages, large micrometers, large calipers, etc.

Write for free catalogue No. 21MA describing 2,100 styles and sizes of fine tools.



The L. S. Starrett Company

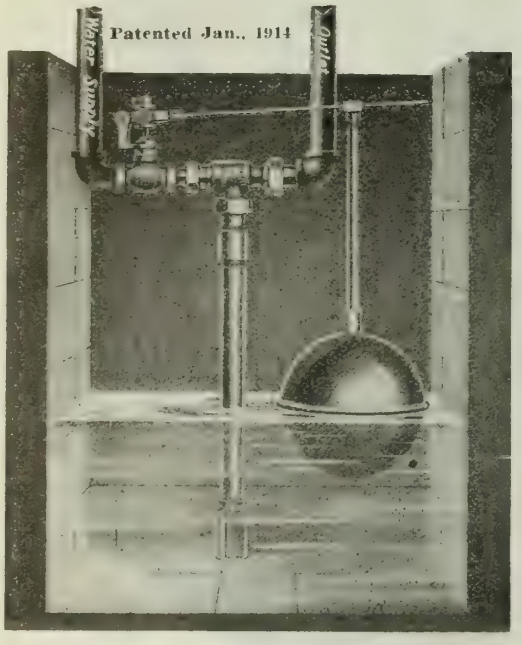
The World's Greatest Toolmakers

Athol, Mass.

42-635

If interested, tear out this pand keep with letters to be answered.

MORRISON
Automatic Cellar Drainer



A simple, durable, automatic device for draining cellars, wheel pits, furnace pits, cesspools, foundations, and for any purpose where it is necessary to remove water economically from one level to another by water pressure.

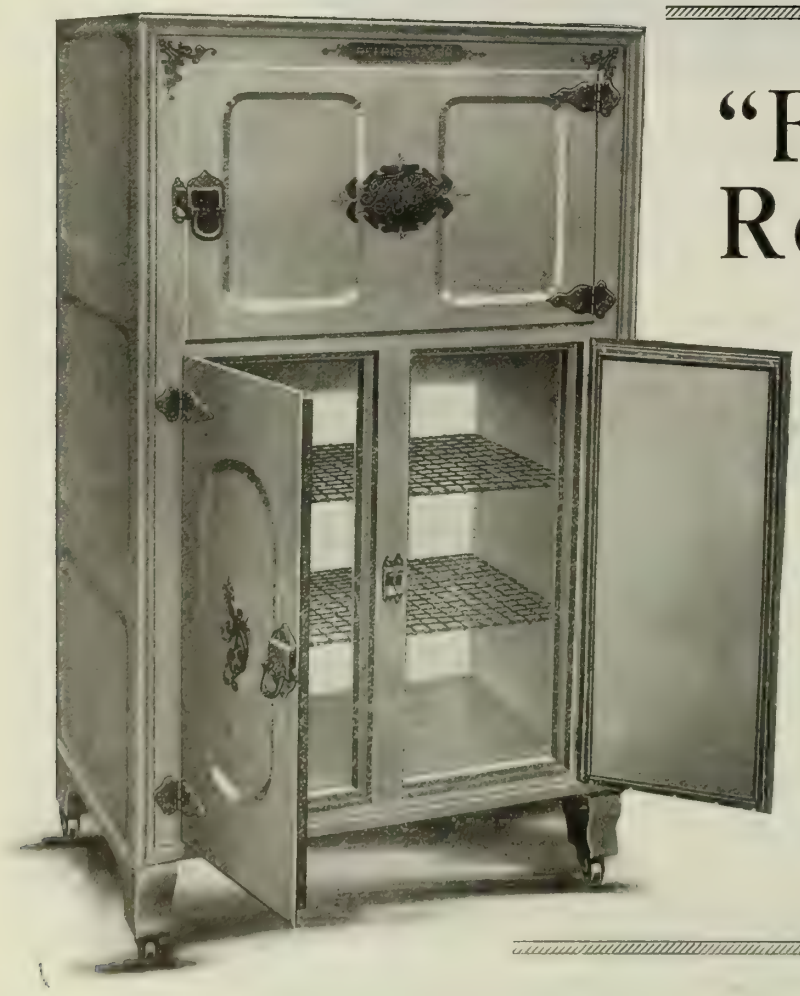
The operation of the machine is extremely simple, being actuated by the raising or lowering of float as the water level changes in the pit. It operates purely by water. With our patented improvement it works under a far greater range and gives much larger capacities than any other device on the market, so far as we know, operating as low as 10 lbs. water pressure.

The operating limits of other types of cellar drainers range from 15 to 18 feet lift. The Morrison machine lifts as high as 30 feet at 60 lbs. pressure.

All working parts above water. Nothing to get out of order.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide St. W., Toronto



"Frost River" Refrigerators

Made entirely of Sheet Steel

GALVANIZED

Will last a life-time

THE MOST SANITARY REFRIGERATORS MADE AND ARE THE VERY ACME OF CLEANLINESS.

MADE IN THREE DIFFERENT SIZES. WRITE FOR PRICES TO-DAY. ORDERS WILL BE SHIPPED PROMPTLY.

The Thos. Davidson Mfg. Co.
Limited

Toronto Montreal Winnipeg

more sales—larger profit—less effort

Here's the way Plymouth Rope is now sold by the foot in hundreds of progressive stores.

The buyer enters and inquires the price of the length of rope he wants.

The dealer turns to his price-by-the-foot schedule card and at once quotes the exact cost. No weighing of rope as in the old days.

The figure quoted is less than that demanded elsewhere for cheap ropes sold by the pound. (Plymouth's greater yardage is the reason). The buyer says, "All right."

The dealer measures the rope, cuts off the proper length and the buyer departs with his purchase—satisfied.

The dealer is satisfied too. He has made an easier and more profitable sale than he would have under the old price-per-pound plan. And he makes more Plymouth sales than formerly.

Are *you* profiting by this new plan?

Plymouth Rope
Sell it by the foot

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.
INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

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No. SC 935

Buy Your Hinges
Packed With Screws
ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

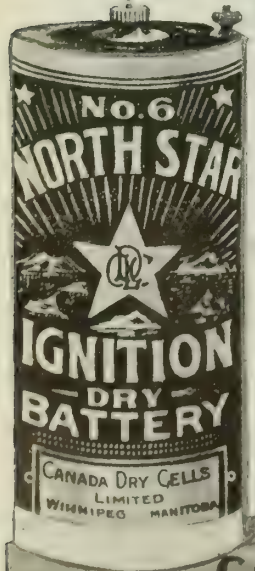
Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



A Big Season Ahead!

The chug! chug! of the gasoline engine will soon be heard all over the land—farmers are bracing up for the spring activities and the gasoline engine will be used more than ever because of the scarcity of labor

THIS MEANS BUSINESS FOR YOU.

The demand for Dry Cells will be heavy poor cells breed customer dissatisfaction better be safe.

Stock North Star No. 6 Batteries. This dependable kind known for superiority and long service Your customers will appreciate the service when it's **NORTH STAR NO. 6.**

REPUTATION BEHIND THE GOODS, LONG SERVICE AHEAD OF THEM.

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OUR customers must be served. One of the dominating factors in any successful business is Service.—We succeed only through the good will and good wish of the people we serve.—This thought permeates our entire Organization, from the President down.—Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

THE
STEEL COMPANY
OF
CANADA
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HAMILTON - - MONTREAL

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Facts to Remember When Ordering Files

"Famous Five" files are made in standard kinds and sizes. The kinds most called for are taper, slim taper, mill, flat, half round, round and square.

The sizes go by half inches up to 6" in length on taper and slim taper, and by inches on other kinds up to 8", and then every 2" above that.

It is not advisable to order odd sizes like 6½" or 13" because it means readjusting machines. That takes longer time, whereas standard size files can always be had more promptly.

The regular cuts are bastard, second cut and smooth. The cut is determined by the number of teeth per inch.

These facts about files are not generally known, but is is well to bear them in mind when ordering.

Specify "Famous Five" files on your orders to jobbers.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

NICHOLSON FILE CO.
PORT HOPE
ONTARIO

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

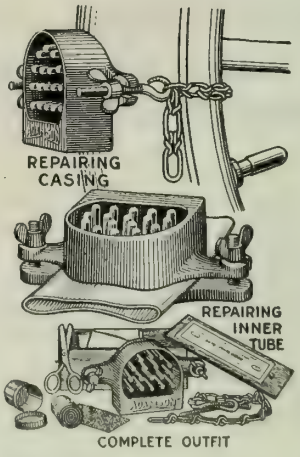
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

ADAMSON Vulcanizers

Model "U"

FOR TUBES AND CASINGS



The tire is repaired without deflating or removing it from the car.

Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing weight 4 lbs. $3.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

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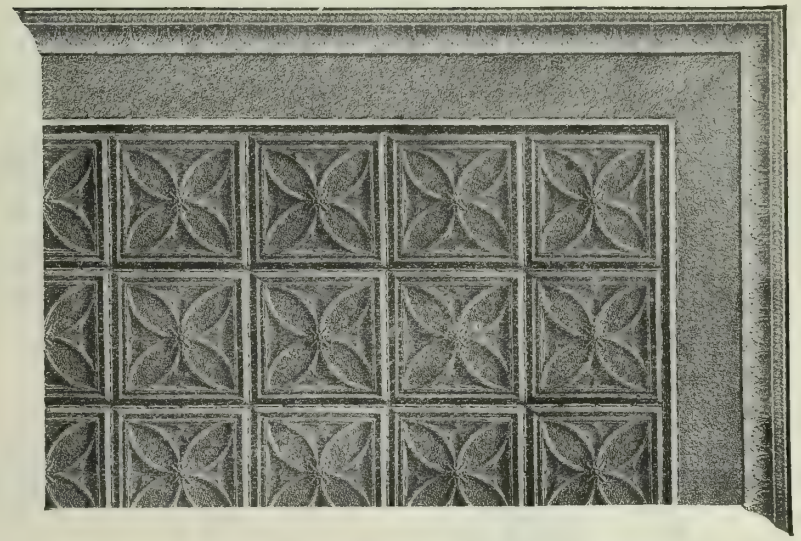
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

They Cost Little and Last Longer

No trouble to get orders for "M-R Co." Ceilings and walls. Every up-to-date store, public building and home want their sanitary, brightening influence and their fire-retardant qualities.

Good profits for the Dealer because easily and quickly put on.

Write for price lists and illustrations.



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The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

75% Profit For You In Resilvered Mirrors

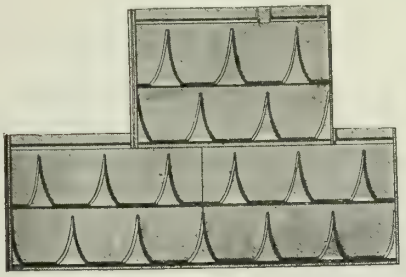
There are many mirrors that you, Mr. Hardware Dealer, can secure in your neighborhood for resilvering. Gather them up and send them to us. Write to us for our prices. We will show you how you can make 75 per cent. profit. We guarantee our resilvering for two years. If it lasts that long it will last twenty years. We also specialize in

Plate Glass Mirrors
Leaded Art Glass Bevelling
Glass of all Descriptions

Excelsior Plate Glass Co., Ltd.
189-191 Queen St. E., Toronto

"Crown" Metal Shingles

will meet with the highest efficiency all demands for fire and storm-proof roofs



Crown Metal Shingles have been bought for buildings of every character in all the climatic variations of this big country.

In every instance this roofing has verified our oft-repeated claim that "Crown" Metal Shingles—given ordinary care—will last as long as the building.

Sell these shingles now. They will broaden your field of slope roof jobs easily 80 per cent.

Send for free samples and new book, "Permanent Roofing and Siding." DO IT NOW.

McFarlane-Douglas Co., Ltd.
OTTAWA - CANADA

MASONS SIX-GLASS PLUMBS AND LEVELS

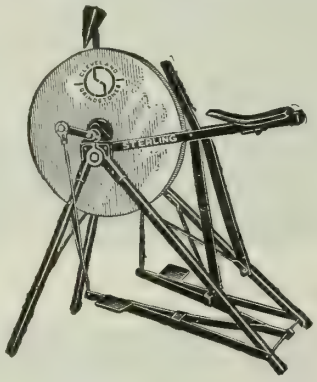
These Levels have two Level Glasses and four Plumb Glasses so arranged that no matter how the tool is taken up, one or more of them are available with which to level or plumb.

Each Glass is set solid in a metal case, which case is screwed into the level stock—a very much more satisfactory arrangement than were the glasses set directly into the wood.

The Glasses are protected on both sides of the stock by a glass disc which serves not only to protect the glass from breakage, but keeps dirt and moisture from the openings. Made in two lengths, 42 and 48 inches long.

THESE ARE NEW TOOLS—SEND FOR FURTHER DETAILS.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Whatever Your Grindstone Needs

We can supply them

When you sell a CLEVELAND GRINDSTONE you sell a stone that will grind. This is the essential thing if you want to hold the trade in your territory. Tools sharpened on a "Cleveland Grindstone" are sharp enough to know what they are supposed to do.

Our mounted grindstones are equipped with selected stones and constructed of best material with latest improvements.

Write for catalog and prices.

THE CLEVELAND STONE CO.
Leader-News Bldg. - - CLEVELAND, OHIO

1835 **1917**

WEDDINGS CREATE CUTLERY SALES

Brides are buying home necessities. Every housewife needs kitchen cutlery. You can increase your sales and profits if you are in a position to

Supply This Demand

There is one line which is sure to please and satisfy even the most critical customer. It's FOSTER BROS.' Cutlery. A timely display of these goods will increase your business and help you secure new customers.

For 25 years FOSTER BROS.' Cutlery has been world famous. It's guaranteed to give satisfaction and to be the highest quality it is possible to produce.

Display this line now. Ask your jobbers for particulars and write for illustrated descriptive catalogue.

JOHN CHATILLON & SONS

85 Cliff Street, New York City
SCALE MAKERS SINCE 1835

THE TINSMITH'S HELPER AND PATTERN BOOK

By H. K. Vosburgh **Revised by William Neubecker**

This is a book of 135 pages, 54 plates. Epitome of mensuration. Mensuration of surfaces. Tables, Rules and Recipes. Practical Receipts, on the making of all kinds of solder.

The Most Practical "Helper" Ever Introduced Into The Tinshop.

PRICE $1.00, Postage Prepaid.

Technical Book Dopartment

MACLEAN PUBLISHING COMPANY, LIMITED
143-153 University Avenue, Toronto

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$8.50
Menomince Eight Inch Fan

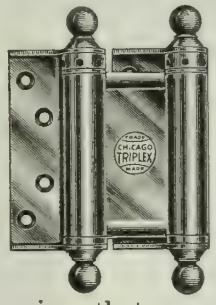
ORDERS SHOULD BE PLACED NOW

Write for Discounts

FACTORY PRODUCTS LIMITED
220 King St. West, Toronto, Ontario.

TRADE CHICAGO MARK
SPRING HINGES
A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

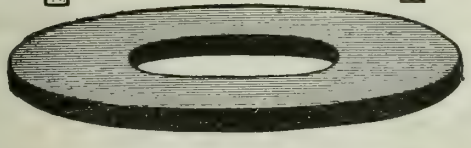
Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

Wrought and Steel Plate WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

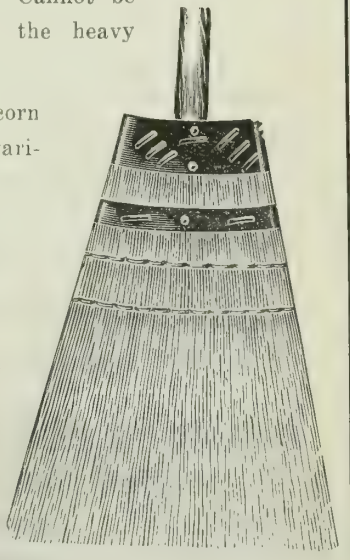
Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

TRADE MARK KEYSTONE BRAND REGISTERED

KEYSTONE METAL CASE STAPLED BROOM
(Patented)

A really excellent Canadian made broom for heavy work. Cannot be pulled or broken from the heavy maple handle.

Write for prices of all corn or corn and bamboo in various weights, to



Stevens-Hepner Co, Limited
Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

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Keep your rooms warm and your tempers cool

AVOID DRAFTS

You can rely upon the

"BRITON"

to keep them out

"Britons" keep the door of the world

Made only by

WM. NEWMAN & SONS, LTD.

BIRMINGHAM

The reliance that can be placed in a

"BRITON"

should be your reason for recommendation

Particulars of this and of our other Door Checks of all kinds from

FREDERIC SARA & COMPANY

326 Ninth Ave. West

CALGARY, ALTA.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge

H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

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Municipal Pier A, Los Angeles Harbor
Siding, Skylight Frames and Ventilators of Armco Iron

For Modern Commerce and Industry

Architects and engineers are more and more applying foresight to problems of industrial construction. Do you wish to keep down repair bills and maintenance costs,—to insure long life and minimum replacements,—to make the buildings increase the dividends by saving in operating expenses? Then use Armco Iron.

ARMCO IRON
Resists Rust

This embodiment of modern industrial science is an important factor in all classes of buildings. For roofing and siding, for valleys, gutters, down spouting and metal lath, for tanks (water, oil or gasoline), and for all architectural and engineering purposes calling for lasting sheet or plate metal, Armco Iron is rapidly replacing other materials.

The American Rolling Mill Company
Middletown, Ohio.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Armco Iron Blue Annealed Sheets and Tank Plate, Black, Galvanized, Polished and Special Finish Sheets, Roofing, Pipe and Metal Lath.

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta, Cleveland, Washington, Detroit, St. Louis and San Francisco.

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Your constant effort to increase trade is by holding old customers and gaining new. To retain the old you must give them service and such goods that will please and satisfy. There must be no "come back" because of dissatisfaction.

That is why you can pin your faith to Dominion Rubber System products. Their qualities are of the kind that give absolute satisfaction. We stand back of our products with a warranty that they are free from imperfection in workmanship. That protects you and your customers, and ensures their good-will which is the best argument for your bigger business and increased profits.

For every Rubber need in Plumbing or Engineering, write our nearest branch.

Canadian Consolidated Rubber Co. Limited

Head Office - - - Montreal

Branches at **Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, London, Kitchener, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.**

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, MARCH 10, 1917 No. 9

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CANADA

"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEENS HEAD WEAR"

or

"QUEENS HEAD" SATISFACTION

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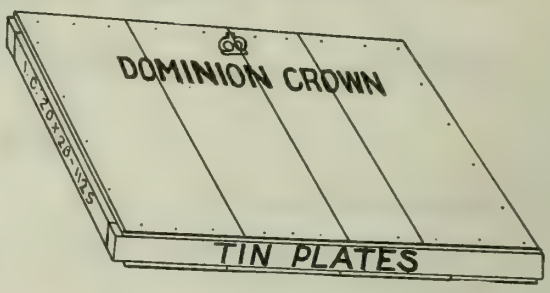


High-Grade Quality
Extra Heavily Tinned

Insist on **"DOMINION CROWN"**

A. C. LESLIE & CO., LIMITED
MONTREAL

MR. DEALER:—

THE ENGINEER of a large departmental store said to us the other day: "You should be *proud* of your LACO product."

We are, gentlemen, because LACO NITRO LAMPS have the *unqualified approval* of a large and increasing clientele.

Our Guarantee Proposition always makes friends.

Write Your Jobber for Dealers' Proposition.

CANADIAN LACO-PHILIPS COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, MARCH 10, 1917 No. 10

Bulk Sales Act for Ontario This Year

New Measure Protecting Retail Merchants on Small Accounts — Sinclair Bill Endorsed by R. M. A., Credit Men's Association, C. M. A. and Canadian Bar— Thirty "Got Away" Last Year.

Based on interviews with V. A. Sinclair, M.P.P.

A BULK Sales Act looks to be assured for Ontario during the present session of the Legislature, which will bring all Canada, except a portion of the Maritime Provinces, under the operation of a Bulk Sales Act of some description. The whole of the West, from Manitoba to the Coast, is under an Act similar to that proposed for Ontario; and Quebec and Nova Scotia have some legislation, though of a somewhat different nature, on their statute books.

After becoming what has been described in Queen's Park as a "hardy annual," being brought up year after year, only to meet defeat, the prospects for the bill winning out this season, HARDWARE AND METAL is assured, are of the brightest.

The sponsor for the present bill—an improvement of former ones—is Mr. V. A. Sinclair, member of South Oxford, and the bill was introduced for its First Reading last Friday, and the Second Reading, the real test, will be proposed shortly. The "godfather" of the bill for several year past was Hon. W. D. Macpherson, M.P.P. for Northwest Toronto, and its defeat was only by a few votes of the whole House last session. This year its supporters point out, Mr. McPherson has the added strength of a Cabinet Minister, and, in addition, the leaders of the Opposition last year, it is understood, have declared their willingness to be no more than "passive" objectors, if indeed they do not come round to vote for it.

For several years the Retail Merchants' Association has opposed such a bill, not because they did not agree with the principle, but on account of the terms, which bore inequalities for the retail merchant.

Strong Support This Year

In an interview with Mr. Sinclair on Wednesday of this week, HARDWARE AND METAL secured an interpretation of the Act as it has been drawn up this year. It will be noted that the retail merchants are protected in the new regulations on two points. This bill has now the approval of the R. M. A., the Canadian Credit Men's Association, the Canadian Manufacturers' Association, and the Canadian Bar Association.

SCHEDULE "A."

Statement showing names and addresses of all creditors of
Name of Creditors.
Post Office Add.
Nature of Indebtedness.
Amount.
When Due.

I, of
in the Province of Ontario, do solemnly declare that the above is, to the best of my knowledge and belief, a true and correct statement of the names and addresses of all creditors and shows correctly the amount of indebtedness or liability due, owing, payable or accruing due, or to become due and payable by to each of the said creditors. (If the declaration is made by an agent, add: I am the duly authorized agent of the vendor and have a personal knowledge of the matter herein declared to.)

Or if the vendor is a corporation:—

I, of
in the Province of Ontario, do solemnly declare that the above is, to the best of my knowledge and belief, a true and correct statement of the names and addresses of all the creditors of the Company, and shows correctly the amount of the indebtedness or liability due, owing, payable or accruing due, or to become due and payable by such Company to each of the said creditors, and that I am the of the said Company, and have a personal knowledge of the matter herein declared to.

And I make this solemn declaration, conscientiously believing it to be true and knowing that it is of the same force and effect as if made under oath and by virtue of The Canadian Evidence Act.

Declared before me at the of
in the Province of Ontario,
this day of
A.D. 19

A Commissioner.

Boardinghouse Keepers Included

"The first change that has been made in last year's bill," Mr. Sinclair explained, "protects the retail merchant by bringing boarding keepers under the operation of the Act. This is done by adding to the description of "stock." In the old bills it was defined as "(c 1)—a stock of goods, wares, merchandise and chattels, ordinarily the subject of trade and commerce; (c 2)—the goods, wares, merchandise or chattels in which any person trades, or which he produces or which are outputs of."

To this definition has been added the words, **"or with which he carries on any business, trade or occupation."** Thus a boardinghouse keeper who could have eluded the protection to creditors features of the bill, are brought under its operation.

Looking After the Small Creditors

"A second point to which objection was raised in the former bills was the ignoring of the creditor whose claim fell under $50.

"The main purpose of the Bulk Sales Act of course, is to prevent a man selling out his stock, pocketing the proceeds, and then snapping his fingers at his creditors.

Thirty Ignored Creditors Last Year

"Among the ammunition I have gathered in support of this bill is the fact that last year 30 men sold out in bulk, and kept the money from their creditors. In one case, I understand one man advised a creditor that he had $2000 in cash in his pocket from the sale of his stock and intended to keep it there!

Sworn Statement of All Creditors

"To prevent any such treatment of creditors the bill makes it compulsory on any one who is bargaining for or purchasing any stock in bulk, whether for cash or on credit, before paying the

vendor any part of the purchase price (save $50 to bind the agreement) to receive from him a sworn statement containing the names and addresses of all creditors, together with the amounts owing in each case. The bill compels the vendor on his part, to furnish this complete list.

"Formerly this list of creditors was to include only those to whom $50 or more was owing; now all are included, at my suggestion. It is the only fair way; why should not the man to whom $5 is owed be protected as well as the other."

In case no such statement is made, and any money is paid over, the sale shall be deemed fraudulent and shall be void, unless all the creditors are paid in full out of the proceeds.

Unless the creditors give a written waiver, the purchase money must be delivered to a trustee to be distributed among the creditors pro rata. The trustee's fee shall not exceed 3 per cent. and this must be paid out of the proceeds.

Judge May Choose Trustee

"A new clause has been added in reference to this trustee," explained Mr. Sinclair. Before, there was no penalty for failure on the vendor's part to name a trustee; now if he does not within 30 days, a county judge is empowered to do so, on application of any creditor."

Cannot Seize Cash on Person

Mr. Sinclair pointed out a curious technicality that enabled the vendor to enjoy his ill-gotten gains in defiance of the rights of his creditors, if he keeps it about his person.

"If a man got $2,000 from a sale he could hang on to it, and no creditor could move to seize it on him, for this would constitute a 'breach of the peace'."

Majority of One Vote

The member who introduced the Bulk Sales bill is a lawyer, one of the bright, younger men, in the house, who says he occupies the position of being "the one with the smallest majority in the house." Mr. Sinclair tackled a seat, which was a traditional stronghold of the other side, and after the death of the canditate on his own side, three weeks before the election of 1914. The night of the election Col. Mayberry the sitting member of 300 majority in 1911, was declared elected by 4 votes. The official returns gave the seat to Mr. Sinclair by 4 votes. A recount increased this to 5, but an appeal reduced it to 1!

But this, really has nothing to do with the Bulk Sales bill of 1917.

BILL

His Majesty, by and with the advice and consent of the Legislative Assembly of the Province of Ontario, enacts as follows:

Short Title.

1. This Act may be cited as The Bulk Sales Act, 1917.

2. In this Act,

Interpretation.

(a) "Creditor" shall mean and include a person to whom the owner of any stock as defined by the Act is indebted, whether the debt is due and owing or not yet payable, and shall include any surety and the endorser of any promissory note or bill of exchange in respect of which such suretyship was entered into or such endorsement given, became a creditor of such owner.

Judge.

(b) "Judge" shall mean a judge of the county or district court of the county or district in which the owner's stock-in-trade is located at the time of the sale or intended sale thereof.

Stock.

(c1) "Stock" shall mean a stock of goods, wares, merchandise and chattels, ordinarily the subject of trade and commerce;

(c2) The goods, wares, merchandise or chattels in which any person trades, or which he produces or which are outputs of, or with which he carries on any business, trade or occupation.

Trustee.

(d) "Trustee" shall mean any person appointed by the vendor to act as trustee and who has lodged a bond marked as satisfactory by the judge, by way of security in respect to his trusteeship with the clerk of the county court of the county or district in which the stock is located at the time of the sale or intended sale thereof; or any person appointed by the vendor with the consent in writing of his creditors holding claims of not less than 50 per cent. in value of the amount of such claims as shown by the statement (Schedule "A"); or shall mean such person as shall, on the summary application of any person interested, be appointed as trustee by the senior judge of the county court of the county in which the vendor resides.

Vendor.

(e) "Vendor" shall mean and include each and every person, firm or corporation owning or claiming to own the stock of any individual share or interest therein.

Purchaser to Procure Written Statement as to Creditors of Vendor.

3. It shall be the duty of every person who shall bargain for, buy or purchase any stock in bulk, for cash or on credit, before closing the purchase of the same and before paying the vendor any part of the purchase price (save as hereinafter provided), or giving any promissory note or notes or any security for the said purchase price to demand and receive from such vendor, and it shall be the duty of each vendor of such goods to furnish a written statement verified by statutory declaration of the vendor or his duly authorized agent, or if the vendor is a corporation, by the declaration of the president, vice-president, secretary-treasurer or manager of such corporation, which statement is to contain the names and addresses of all the creditors of the said vendor, together with the amounts of the indebtedness or liability due and payable by said vendor to each of said creditors, which said statement may be in the form set forth in Schedule "A" hereto: Provided, however, that it shall be competent for a purchaser of any stock to pay to the vendor a sum not exceeding $50 on account of the purchase price for the purpose of constituting a binding agreement for the purchase of such stock, before obtaining such statement as aforesaid.

Sale Without Purchaser Procuring Statement.

4. Whenever any person shall bargain for or purchase any stock in bulk, for cash or on credit, and shall pay any part of the purchase price or execute or deliver to the vendor or to his order, or to any person for his use, any promissory note or other document for or on account of the purchase price of said goods, or any part thereof, without first having demanded and obtained from the vendor or from his agent, a statutory declaration purporting to be such as is provided for in the last preceding section, then such sale shall be deemed to be fraudulent and shall be void as against the creditors of the vendor, unless all the creditors of the vendor are paid in full out of the proceeds of such sale.

Waiver by Creditors or Application of Purchase Money to Debts of Vendor.

5. Any such purchaser, upon obtaining such statutory declaration, shall either obtain written waiver from the creditors of the vendor hereinafter referred to or shall pay the whole of his purchase money or deliver his promissory note or notes or other documents securing the same into the hands of a trustee for distribution pro rata among the creditors of the said vendor, and subject to any preferences provided for by law or by previous contract, such distribution shall be made in like manner as moneys are distributed by an asignee under The Assignments and Preferences Act, and in making such distribution all creditors' claims shall be proved in like manner, shall be subject to the like contestation and entitled to the like priorities as in the case of a distribution under the said Act, and the creditors, trustee and debtor shall in all respects have the same rights, liabilities and powers as the creditors, assignee and debtor have under the said Act.

Limitation Offers of Trustees.

(a) The fee of any such trustee shall not exceed 3 per cent. of the total proceeds of such sale which come to his hands, and shall, together with any disbursements made by him, be paid by being deducted out of the moneys to be received by the said creditors, and shall in no event be charged to the debtor.

No Preference for Creditors.

(b) From and after the furnishing of the statement and declaration provided for by this Act, no preference or priority shall be obtainable by any creditor by attachment, garnishee proceedings, contract or otherwise.

Sale Void if Waiver not Procured or Purchase Money Not Applied as Required by Act.

7. Any sale or transfer of stock, or part statutory declaration, shall fail to observe the requirements of the last preceding section without obtaining the written waiver from creditors hereinafter referred to, then such sale shall be deemed to be fraudulent, and shall be void as against the creditors of the vendor, unless all creditors of the vendor are paid in full out of the proceeds of such sale.

What to be Deemed a Sale in Bulk.

7. Any sale or transfer of stock, or part thereof, out of the usual course of business or trade of the vendor, or whenever substantially the entire stock of the vendor is sold or conveyed, or whenever an interest in the business or trade of the vendor is sold or conveyed, such sale, transfer or conveyance shall be deemed "a sale in bulk" within the meaning of this Act; provided, however, that if the vendor produces and delivers to the vendee a written waiver of the provisions of this Act from his creditors having claims of $50 and over, as shown by the said statutory declaration, then the provisions of this Act shall not apply.

Sales Under Judicial Process Not Affected.

8. Nothing in this Act contained shall apply to or affect any sale by executors, administrators, liquidators, receivers, assignees for the benefit of creditors or any public official acting under judicial process.

Limitation of Action to Set Aside Sale.

9. No action shall be brought or proceedings had or taken to set aside or have declared void any sale in bulk for failure to comply with the provisions of this Act, unless such action is brought within sixty days from the date of such sale or within sixty days from the date when the creditor attacking such sale first received notice thereof.

Appointment of Trustee by County Judge.

10. Upon the application of any person interested, if the vendor has not appointed a trustee, the senior judge of the county court of the county in which the vendor resides, shall by order appoint a trustee, and the judge shall be entitled to a fee of $1 on every such order.

Manufacturers in Fighting Mood

Claim Cost of Living Commissioner is Adopting an Outrageous and Unjustifiable Attitude—Stand Behind Fixed Trade Price System, and Will Defend Their Rights in Courts if Necessary—Urge Formation of Commission Capable of Dealing With Business Questions in a Businesslike Way.

THE activities of Hon. W. C. Crothers, Minister of Labor, and W. F. Connor, the High Cost of Living Commissioner, under the powers conferred by the recent Order-in-Council, have decidedly been getting under the skin of the trade, from the manufacturer and wholesaler, to the retailer. The investigations, and warnings, and the commands, many claim, have put the trade in a very unenviable light before the public. The culmination was the notice of the introduction of a bill by Mr. Knowles, of Moose Jaw, to make the entering into any trade agreement to fix the price of any article unlawful.

A meeting of wholesalers and manufacturers was held recently in Toronto, when the action of the Minister of Labor, and the proposed new bill were indignantly discussed.

Will Fight if Necessary

It was the feeling of this gathering that the charges being made against the trade were unjustifiable, and as a result the resolution noted herewith was unanimously passed. The members of this gathering held that there was no provision in the Order-in-Council to forbid the adoption of trade contract prices, and that the Minister of Labor's activities in this regard were a wholly unwarrantable infringement of the rights of the merchants, and as such they decided not to be bound by his decision, until the authority for such a decision was more plainly made manifest, and to contest in the courts, if necessary, any attempt on the part of the Minister of Labor to attack the present accepted system of price contracts.

It was also decided at this meeting that a committee should wait upon the Hon. George Foster and the Hon. Mr. Crothers, to present this petition and to urge their side of the case, and also to urge the formation of an Inland Trade Commission.

The committee that waited on these Ministers on the forenoon of March 2, consisted of H. C. Moneypenny, Hugh Blain, W. C. Miller, Toronto; H. C. Beckett, Hamilton; Armand Chaput, Stanley Cook, Montreal; Gerald Fitzgerald, Henry Watters, and E. M. Trowern, Ottawa.

Urge an Inland Trade Commission

The primary matter that this committee placed before the Ministers of Trade and Commerce, and of Labor, was that of the formation of an Inland Trade Commission. It was urged that this Commission consist of three members in whom the public had thorough confidence and whom they knew were capable of investigating commercial subjects. It was urged that this commission devote their entire time to these matters and receive suitable remuneration.

The Powers of the Commission

It was suggested that the activities of the Commission should deal with—

1. The investigation of the cost of the production and manufacture of any class of goods and the matter of a fair wholesale and retail selling price.

2. The question of the cost of distribution of these products.

3. The consideration and investigation of the systems now in vogue for the distribution of merchandise, and the suggestion of improvements where such appear necessary.

Minister of Labor Accused of Unwarrantable and Outrageous Conduct

In the course of the discussion that followed, there was a sharp attack on the methods and practices of the Minister of Labor. The Order-in-Council, it was contended, did not give authority to go to the lengths that the Minister of Labor and his officers were going. Mr. O'Connor had sent out questions, it was claimed, that would not arrive at anything, and which displayed an absolute ignorance of trade and commerce. Mr. Beckett said that to accuse business interests of combining, and condemning them as guilty without ever taking evidence, was outrageous conduct.

Another direct question that was put to Mr. Crothers was as to where he found his authority for writing a manufacturer and telling him that he must discontinue all contracts at present existing between himself and his customers. It was admitted by the deputation that the department was empowered to ask such questions as they saw fit, and that these questions had to be ans-

BILL THE R.M.A. AND WHOLESALERS ARE OPPOSING

The following is a copy of the Bill, which was introduced by William E. Knowles, M.P., of Moose Jaw, and which it is the intention of the Wholesalers and Retail Merchants' Association to oppose, and which they say places unfair restrictions on the retail and wholesale trade.

COPY OF BILL

House of Commons of Canada

BILL 21

An Act to Amend the Criminal Code

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—

I. *THE CRIMINAL CODE, Revised Statutes of Canada,* 1906, *chapter one hundred and forty-six, is amended by inserting the following section immediately after section four hundred and ninety-eight thereof:—*

"498A. *Any manufacturer, wholesale merchant, dealer, agent or commission merchant who either directly or indirectly stipulates, agrees or arranges that any goods, wares or merchandise sold or otherwise disposed of by or to him shall be sold by any purchaser thereof at a price not less than one prescribed by him, or who in any way endeavors to prescribe a price below which a purchaser shall not sell the same, shall be guilty of an offence and shall be liable, upon summary conviction to a fine not exceeding five thousand dollars or to imprisonment for a term not exceeding three months or to both fine and imprisonment."*

wered. They denied, however, that the authority of the department went beyond that point. The terms of the Order-in-Council, as interpreted by the members of the deputation, do not contain any clause permitting its administrators to override any existing agreement, and that there was no legal justification for the Minister of Labor or his agents in instructing the manufacturer or owner that he may not lay down a fixed price for their goods.

In answer to a question of Mr. Trowern, Mr. Crothers asked where he was interested. "What have the retail merchants to do with this?" he asked. "We have investigated the retail trade in Ottawa and have found nothing wrong with it." The members of the deputation, in considering this statement, consider that Mr. Crothers has rather cut the ground from under himself, as provided that the retailer is not guilty of combination in the matter of this set trade price, they do not see how the wholesaler or manufacturer, the other parties to the agreement, can be considered guilty.

Both Ministers listened attentively to the arguments brought forward. The Hon. Mr. Foster expressed himself as personally favoring the Inland Trade Commission idea, and promised to bring the matter before the Government and report at a later date. Mr. Crothers did not express any great sympathy with the plan; indeed, he made it clear that no promises must be given relative to the matter that would in any way put a drag on the Cost of Living investigation activities under the powers bestowed by the Order-in-Council. These powers, he assured the deputation, it was his intention to use to the full.

At a meeting held in Toronto on Wednesday, at which representatives from every wholesale distributing centre in Ontario, a number of manufacturers, and E. F. B. Johnston, K.C., and Hon. Geo. Lynch Staunton, K.C., were also present, a resolution was passed that the question of the action taken by the Minister of Labor in assuming authority under the Order-in-Council—to not only accuse, but pronounce guilty, those engaged in the distribution of the necessaries of life before an investigation has taken place, is, in the opinion of trade, not only arbitrary and unreasonable, but by publicly assailing business interests is doing and has done serious injury and is misleading to the consumer. The trade submit that investigation by an unprejudiced non-political tribunal will establish the fact that the situation is being grossly and ignorantly misrepresented. Therefore, it is "unanimously resolved and agreed that the attacks of the Minister of Labor in connection with internal trade methods are unfair and unwarranted and that unless the Government are prepared to have an investigation of trade details with a view to dealing justly with the trade of Canada, the members of the Wholesale Grocery Trade are unanimously agreed to contest in the courts, if necessary, their just rights, and that F. T. Smye, Walter Lumber, Hugh Blain, H. C. Beckett, and A. H. Pafford be appointed a committee to look after the matter if litigation ensues with power to engage counsel, and that the members of the trade present each agree to pay their share of the expenses. Also that the committee are hereby empowered to engage a secretary to keep the trade posted in Ontario and advise J. Stanley Cook, Montreal, and that he in turn advise the trade of the other provinces, and further, that a copy of this resolution be forwarded to the Acting Premier, Hon. Sir Geo. E. Foster, for prompt consideration by the Government.

REASONS FOR INLAND TRADE COMMISSION

E. M. Trowern, representing the Retail Merchants' Association, gives the following reasons why a "Branch of Inland Trade" should be established under the Department of Trade and Commerce. The reasons are said to represent the views of the members of the R.M.A.

1st.—To ascertain officially the general conditions of the retail trade from time to time throughout Canada.

2nd.—To ascertain correctly, through the Government census, how many retail stores there are in Canada.

3rd.—To ascertain how may retail merchants there are in Canada.

4th.—How many clerks are employed.

5th.—Are the retail merchants giving the public the service they should receive, and if not, what is the reason?

6th.—Is the retail trade in the cities and towns of Canada growing, or is it on the decline, and if so, why?

7th.—Are the retail merchants buying and selling as many Canadian made goods as they should, and if they are not, give the reasons why.

8th. Is the Government aware that thousands of yards of silk, tape, dress goods, and velvets, etc., pass through the customs with the number of yards printed thereon, and upon which duty is paid, and when they are measured out for sale the merchants find that they have been wrongly marked? The merchants, therefore, pay more duty than they should, and they pay for goods they do not receive. A Government officer to whom they could refer their complaint to in an official way would remedy this evil.

9th.—Is the Government aware that a varying rate of duty, according to the rate of the duty of the goods enclosed, is being paid on packing cases amounting to thousands of dollars a year.

10th.—Why so-called Co-operative Trading is a delusion, and, why it will injure, rather than help the legitimate trade of Canada.

11th.—Why the recent amendments made by the Cabinet to the Criminal Code regarding combines will injure rather than help the trade of Canada.

12th.—Why foreign fruits should not be prohibited from coming into Canada during our fruit season, as requested by some fruit grocers' associations.

13th.—Why a better plan for selling butter, than that adopted at present, should be established

14th.—Whether Canada should follow the plan adopted by Australia in not allowing any woollen goods to enter the country unless they are marked as to their quality, and what effect this would have on the trade of Canada.

15th.—The advisability of having a legal standard for the quality of paint.

16th.—Why retailers, wholesalers and manufacturers should co-operate with the railroads in having goods shipped from one point to the other in Canada during the dull season, rather than during the season of grain transportation.

17th.—The reason why the retail trade could not extend their businesses to the same advantage as they do now, if the wholesale trade was abolished as some theorists believe it should be.

18th.—The reason why the plan adopted by many manufacturers to sell their goods on the price maintenance contract plan is an advantage to the public as well as to the retail and the wholesale trade.

19th.—To submit to the Government authentic facts regarding the increased cost of living, and to keep the Government informed from time to time, by those qualified to know.

20th.—Why mail order catalogue houses should not have special privileges over those who do business through the mails in the ordinary way.

21st.—To have the Government appoint an official to prosecute all those who falsely advertise any article in the same way that is now being done under the Gold and Silver Marking Act.

22nd.—To have all matters relating to inland trade, and which is now being dealt with by the Department of Labor, transferred to the Department of Trade and Commerce to be dealt with through the proposed branch.

THE GROWTH OF THE CHAIN STORE IDEA

The financial success of the chain store seems to be increasing with every passing year, and the five and ten cent store is proving an enormous factor in business. Four big concerns with stores in various centres made a gross turnover for the year of $135,000,000, of this the Woolworth Company provided $87,082,513 the S. S. Kresge Co. $26,-393,544 the S. H. Krees Co. $15,122,558 the McCrory Co. $6,796,989. These enormous sales represent a very substantial increase in business the Woolworth Company showing an increase of 84. per cent. the Kresge Company 26.04 per cent. The Kress Co. 21.7 per cent. and McCory Stores Corporation 20.89 per cent. Taking as a basis the net profit of last year these earnings should show a profit for the Woolworth stores approximately $8,600,000; for the Kresge stores a net of $1,583,510 for the Kress stores, a net of $1,590,000 and for the McCrory stores a net of $461,513. The past year has been one of great progress for these chain stores.

Canadian Buyer's Impressions of Japan

Buyer Predicts Keen Competition From Japan—Many Small Manufacturers — Japs are Improving Their Wares

Written for Hardware and Metal by a buyer for a large Canadian house, who for obvious reasons does not wish his name to be made public.

BACK from Japan after a buying trip, that has occupied several months and ready to return shortly to make arrangements for an even more extensive buying programme for next season, I very gladly accede to the request of HARDWARE AND METAL for an account of some of my impressions as to the conditions of manufacture there and the influence they will have on the export of goods to Canada and other countries and also the extent to which they will compete with the manufacturers of this country and the rest of the western world.

One is struck with the absence of large industrial concerns there. The ordinary factory is a small affair, and very often goods are made up in the homes of the people. One doesn't find very many large establishments with thousands employed, such as you do in Europe, and to some extent in Canada. There are, of course, very large munitions works and these are likely to be used for manufacturing ordinary lines for export after the war is over.

Nor is there much organization yet among the manufacturers. I expected to find Chambers of Commerce like we have here and in Europe in the principal centres, but the only organization I could discover was a branch of the Department of Agriculture, so that this end of their industrial life is poorly developed so far. Another difficulty is that so many of the men who are turning out goods have very little capital and have to depend on the banks for advances when big orders come in from America or Europe. The banks advance this money on the understanding that payments must be made for the goods before they leave the country and this is a rule that confronts us in all our buying there. The country, however, is full of buyers from America and Europe, several of them from Canada besides myself, and a wonderful development will take place in the next few years in Japanese manufacture.

As to some of the lines in which Canadian houses are interetsed, I find that my previous impression as to their ability to turn out cheap toys was quite correct. According to their present development they will soon replace the cheaper lines of German toys that flooded the world before the war. They are extremely ingenious, as we all know, have been imitating these toys, and are turning them out in huge numbers and at prices that will more than meet the German prices before the war.

As far as dolls are concerned, there has been a criticism of their output on the ground that they sent us dolls with Japanese faces and which were unfamiliar to the children. They are working to get rid of the handicap and have samples of dolls from every country in the world there now and are working on them and are turning out lines that will satisfy the people in the different countries because they represent the type of face and dress to which they are accustomed.

In regard to hosiery, they are turning out all kinds, men's ladies' and children's. They are also turning out ladies' waists and other lines for export. I heard of one Canadian manufacturer who actually sent over some stuff to be made into ladies' waists. Many ties are being turned out and they are going extensively into underwear and already have exported some. Indeed I found that they would make anything you want. Just give them the sample and they will do their best to turn out an equivalent. They showed me some cheap unbleached cotton, which is far below the prices we have ever been accustomed to.

In fancy goods, of course, they have always been strong and are coming out increasing their lines. They are going extensively now into the higher class of silks and one sample of taffeta which they made was sent over to Switzerland and this dealer said he thought it was made in Switzerland, the quailty was so high. This particular piece could not be laid down in Canada under $1.85 to $2 a yard, yet I bought this in a retail store in Japan for $1. They are going into the making of crepe de Chine and crepe Georgette, and other lines, and will soon be formidable competitors with European countries, although, of course, there is a difficulty yet in getting expert workmen.

One of the most impressive things, something that is suggestive of a menace to Canadian industry, as well as that of other countries, is the cheapness of the labor, extraordinary cheapness. I was informed from what I feel to be good authority that a woman worker in a silk mill receives only $3.75 in our money for one month's work. Not only do they work very cheaply, but they work longer hours than we are accustomed to—7.00 a.m. to 8.00 p.m. in many cases—and they have crowded together in very small space half a dozen looms where we would have probably not more than two. I wondered at how the girls worked in and out among the machines, the pulleys and the belts, without being caught in them. Nevertheless, they have a Workmen's Compensation system. Adding to their cheap labor their national characteristic of being persistent, never knowing failure, keeping on, working out towards perfection on the samples that they receive from other countries, and we have an element that will become a very important one, and more so every year, in connection with manufacture.

The Japs I found would not only make anything you want, but a good many of the smaller firms would put any stamp on it that you wanted them to, even to "Made in Canada." I could buy soap there, the quality that would burn your face off, but still it would be marked, "Pear's Soap." There is another point somewhat along the same lines that I found in dealing with the smaller men, not the larger ones, that is, that they do not seem to realize the value or the meaning of a contract. They will sell you goods, or agree to sell you goods, and if a buyer comes along and gives them a higher price, many of them will sell to him. Mind you, they will tell

you they have done so. They are quite honest about it, and frank, and that is more than some other manufacturers will do. They will sell and won't tell. The Jap of this small business type finds it hard to understand how it is that we buyers will agree to pay them a certain price and then keep to our bargain even if the market price goes down, as it often does in the case of silks.

There are many points of interest that I might mention here. One is in connection with the preliminary to making any business deal. They take you in and you are supposed to drink two cups of tea, and smoke a cigarette, before getting down to business. We have, of course, to use an interpreter with most of them, and you ask him to tell them something, and he talks away for three or four minutes and the other man talks away and then he comes back to you and tells you he said, "Yes." You wonder what else he said all that time.

They are, however, very anxious to learn English, not only the business men, manufacturers, but even the boys. They will guide you in the cities free of charge just for the chance of picking up some English words.

There was one fact in connection with their export which reminded me of the German custom, and in many respects the Japs are imitating German methods of efficiency. They are sending carloads of china to the South Sea Islands. Germany has, we have learned, covered practically the whole world with various lines, having studied the particular needs of the people in those countries. It almost makes one suspect on hearing of the carloads of china going to the South Sea Islands that our usual views of these as inhabited only by wild savages must have been helped on some by German literature. We wonder in how many other cases we have been deceived when it was to the advantage of Germany to do so for the development of her own commerce and the retardment of ours.

Regarding cutlery lines and brushes, the first samples sent to this country were roughly finished, and the goods when received here, were in some cases not up to the sample. However, I have reason to believe that in the past four months great strides have been made in improving the cutlery products in both patterns, quality and finish. I was able to buy only a few cutlery lines on my last trip, but I hope to secure a great many more lines on this trip. When I left Japan towards the end of 1916, a large cutlery plant was being started. The Japs are very anxious to secure patterns of goods needed in other parts of the world. They undoubtedly have agents in the guise of buyers collecting samples in various parts of the world. These samples are sent back to Japan for the purpose of turning out duplicates of the samples.

For the buyer in Ontario the cost of transportation from Japan is a big item. Keener competition in shipping is now being felt on the Pacific and there should be a steady improvement from now on, both as regards time and cost.

From an industrial standpoint, the Japs at present are disorganized; but since the outbreak of the war they have been trying hard to overcome this handicap. I feel that in a very few years the competition of Japan will be more in evidence than was Germany before the war. Japan has an abundance of cheap labor. The people are patient, persistent and industrious.

One thing that struck me as rather peculiar in the big cities was the system of numbering. They use the block system of numbering. For instance, Jap Japolo's address is "Jap Japolo, 274 Yokohama." This means that Jap Japolo is located in block No. 274, and there is no way of telling in which part of the block he is located. You simply have to hunt up Block 274 and travel around the block until you find him. Canadian firms buying from Japan should have a representative there, of necessity working on commission, who will receive the goods and O.K. them for payment.

What the Co-Insurance Clause Means

Retail Merchants Have Been Showing an Increased Interest in What is Involved in This Apparently Innocent Contract—How One Merchant Lost Money.

"IS the co-insurance clause in a policy a good thing?"—that is a question that has been of live interest to many hardwaremen since the appearance in HARDWARE AND METAL some months ago of an article bearing on this question. There is a big danger that the merchant will lose through the operation of this clause, and all unconsciously. Some experts in the insurance business advise that it should be left out of the insurance policy altogether. They maintain that it is one of the biggest assets that the insurance company has, and state that too much care cannot be taken by the retailer in this connection.

The co-insurance clause is a contract by which the insured agrees to keep insured usually to the extent of 80 per cent. of the value of the property. But this percentage may vary. If he fails to do so, he himself must stand for any loss which would have been paid through the insurance he should have carried in excess of the amount he actually did carry.

As an instance. A merchant has a thousand dollars' worth of stock and insures it subject to this 80 per cent. clause. Later in the year his stock increases to $1,500, but the merchant neglects—perhaps only for a day or two—to increase his insurance. Then the fire comes. The loss and damage amount to $600. The merchant, under the co-insurance clause, should have had insurance to the extent of 80 per cent. of $1,500, or $1,200. Instead of that he has only 80 per cent. of his original $1,000, which is $800. The insurance company, therefore, according to the terms of the clause, is only compelled to pay eight-twelfths of the loss of $600, equalling $400. The merchant must himself stand the other four-twelfths of the loss, $200. That is, the company will pay only the same proportion of the loss that the insurance carried bears to the value of the property.

Of course, one of the inducements held out by the insurance companies for a policy with a co-insurance clause is a lower rate. The chances for them to be the winners through the clause are by far the greater. It is usually in that odd day or two before the merchant places the additional insurance that the fire occurs. Straight insurance may be a little higher in cost, but there is greater security in it.

How Co-Insurance Works Out

"The co-insurance clause is certainly to the advantage of the company unless great care is exercised in looking after the policy," said an official of a Toronto Adjustment and Inspection Bureau, who are adjusters for the insured. "The attraction held out in the policy is a reduction of 15 per cent. on the premium price for stock and 20 per cent. reduction on building. On an insurance policy of $3,000, with a rate of, say, 1 per cent., this reduction would amount to $4.50 per annum. Here is an actual case of a merchant who lost $116.40 because he had a policy containing the co-insurance clause. This merchant did not keep a record of his stock, and when fire came it was difficult for an appraisement to be made. It was finally adjusted, on an agreed estimate, that his stock amount-

ed to $4,300 at the time of the fire. According to the terms of the policy he should have been carrying 80 per cent. insurance on this amount, or $3,440. He did not know the exact condition of his stock, and his insurance was only for $3,000. According to the contract he should have carried insurance to the extent of $3,440. There was a deficiency, therefore, of $440. The loss was adjusted at $910. If the policy had not been subject to the co-insurance clause the merchant would have been paid the full amount of THE LOSS.

"The insured by the terms of this particular policy carried his own insurance to the extent of $440. In other words, he became a co-insurer to the extent of 440-3,440 of the loss, or reduced to a smaller fraction, 44-344 of the loss. The company, according to the terms of their policy carried insurance to the extent of 3,000-3,440, or reduced to a smaller fraction, 300-344. The company was, therefore, liable for 300-344 of $910, which amounted to $793.60, while the merchant had to stand 44-344 of the loss, or $116.40. While the merchant saved $4.50 on his premium, he in reality lost $116.40 through the operation of the clause."

Policy in Broad Terms

Merchants should see to it that their policy does not name articles too specifically. It should be broad and general in its enumeration of the stock insured. A clause, such as "goods, wares and merchandise, and such articles as are commonly carried in a general hardware business," is the best specification. There is always a chance that the insured can be tripped up when there is an attempt made to cover all the articles minutely.

It is a good plan to keep the number of permits named in the insurance policy down to the minimum. Only where there is a contravention of the insurance law in the keeping of certain goods is there necessity for securing permits from the company. The merchant should take the trouble to find out just what he is allowed to keep on his premises without a permit. As an instance, the insurance law provides that he shall not carry more than five gallons of coal oil without a permit. It is also necessary to have a permit to carry more than five gallons of lubricating oil. The merchant is advised by experts not to have a large number of permits inserted in his policy. Only those that conflict with statutory provisions should be provided for.

Should Notify Company of Loss

An expert on the insurance business states that one of the first things a merchant should do is to notify the company of loss. This, of course, should be the first precaution after the very necessary step of seeing that the policy is all right and that the company is a reliable one.

Some merchants have found to their financial loss that notification to the agent of the company is not sufficient. The law requires that notification must be sent to the company in writing. Notice from the agent in your own town is not considered notice from the one insured. There are a few very essential points that the merchant should observe in order that his case may get a hearing at all. This is one of them. If a company is not notified that there has been a fire, can it be presumed that they know? This is a matter that it does not take an expert insurance adjuster to attend to. It can safely be left in the hands of the merchant. But it is very necessary that he knows the requirements of the law with respect to the matter.

Save Everything Possible

It has been the custom of many merchants in the event of fire to walk out of their stores and leave the goods. They were of the opinion that their policy protected all their goods, whether damaged or not. An expert on insurance recently pointed out that the policy covers only the actual loss on goods. He is of the opinion that a merchant should take every possible precaution to protect his goods. It is advisable that he assist in every way to get the goods out of the burning building. It is wrong to presume that the insurance companies want the goods. They do not. The merchant, if he is wise, would save as much as possible. Any goods that are damaged or stolen after they have been removed would then be chargeable to the insurance company.

Banker Points Out Deficiencies

IT is a very wholesome thing now and then to be brought face to face with cold facts, even when such facts are somewhat damaging to our self-esteem. In an address before a large gathering of retailers, wholesalers and manufacturers in Winnipeg recently, Vere Brown, Superintendent of the Western branches of the Bank of Commerce, charged that 80 per cent. of the merchants of Manitoba, Saskatchewan and Alberta made no distinction between cash and credit purchases and that 60 per cent. of them were not provided with a system of bookkeeping sufficient to strike a profit and loss account for the year. A striking statement this, and one fraught with considerable significance. Moreover, Mr. Brown gives facts and figures to back these statements, based on the known conditions of the trade in the towns where the 140 odd branches of the bank are located. These are the figures:—

"Total number of merchants 890
Number on a cash basis 155
Number giving credit 735

"The 735 merchants giving more or less credit report allowing discounts for cash as follows:—

"9 allow 10 per cent.
1 allows 8 per cent.
20 allow 5 per cent.
1 allows 2 per cent.
1 allows 1 per cent.
703 allow no discount.

"The number keeping a proper set of books and striking an annual profit and loss statement is 368. In other words, 532, or nearly 60 per cent., do not keep a proper set of books."

The inference is clear, but Mr. Brown points the inference with some very forceful words:—

"These conditions simply mean that the West is a veritable paradise for the mail-order business. A farmer who would take all his credit from a bank at 8 or 9 per cent. in order to pay cash for goods, contenting himself with credit prices, should have a guardian. And having cash, would he not be a fool if, in the absence of a full cash discount from the local store, he didn't patronize the mail-order houses? Can you wonder either at the rapid development of the co-operative buying movement among the farmers?"

There is a solid business sense in these remarks. Why should a customer pay cash when there is no advantage to be gained thereby? In the goods they buy they are still paying a proportion of the charges that are necessitated by certain percentages of bad debts inherent in all credit systems. They are, therefore, paying more than they should be required to pay. Herein, as Mr. Brown has pointed out, has lain one item of the strength of the mail-order house. Selling for cash, the mail-order house gives the customer the benefit of a cash price, whereas, as the figures above prove, the majority of merchants, even when selling for cash, do not give to the customer this advantage.

In all the arguments against these enterprises this is a factor that is seldom considered. Stress is laid on the large buying capacity, and but little attention paid to this other element that permits low prices.

The solution that Mr. Brown finds for

(Continued on page 29.)

EDITORIAL COMMENT

EDITORIAL BRIEFS

AMONG ships recently sunk was a Peruvian Bark. This is, indeed, a bitter blow.

* * *

SOMEONE suggests that the way to stop the submarines from sinking ships would be to paint the ships like beefsteaks or sausages.

* * *

HERE'S one resolution that every man in the country has made: This fall he will lay in all the coal he needs!

* * *

THE DAYLIGHT saving idea is coming into general use in Europe. For that matter questions of day and night, over there, have lost all significance.

* * *

MONEY is plentiful now. It may be scarce before long. Does it not strike you as a good time to get your book debts cleaned up?

* * *

IF UNCLE SAM goes to war it will be by such gradual stages that the final declaration should cause no dislocation of business whatever.

* * *

OPEN discussion is the way to keep association matters moving briskly. Why not write a letter to HARDWARE AND METAL, giving YOUR views and suggestions.

* * *

WASTEFUL credit is beginning to stir up business men everywhere. It is being realized that it is impossible to give credit indiscriminately and stay in business.

* * *

EVERY salesman should get himself thoroughly versed on the question of paint for the coming spring campaign. Look up in encyclopedia under letter "P"; in Who's Who under Morris Phillips.

* * *

THE District of Columbia has gone dry. William Jennings Bryan can now return to the capital without the fear that the suggestion to "have one on me" refers to anything stronger than Grape Juice.

* * *

SOME property owners are excusing themselves from painting this year on the score that the war is still on. War or no war, buildings will fall into decay for lack of paint and it is poor patriotism as well as poor business to let things slide.

* * *

ANY MEMBER who takes a real interest in the affairs of the Ontario Retail Hardware and Stove Dealers' Association will have something to say on the matters introduced in last week's issue of HARDWARE AND METAL. It can be taken for granted that those who do not respond take no interest.

MAIL ORDER HOUSES AND THE WHOLESALER

LEGISLATION is pending at Ottawa that may be shaped to hit the wholesale and retail interests of the country. There is the question of making price contracts illegal. There is the High Cost of Living Commissioner tilting at what he conceives to be Trade Combines. In fact, there is a very grave danger that trade interests are going to suffer if active steps are not taken to set the Dominion legislators right.

Manufacturers and wholesalers are beginning to worry, to realize that uninformed public opinion is likely to stampede the House into measures that will prove eminently unfair and unwise. They feel that behind the public agitation is the even more potent influence of the mail order houses. And realizing all this, some of the wholesalers are beginning to say that the mail order houses have been given too free a rein, that firmer steps should have been taken in the past to check their activities. One wholesaler even goes to the length of blaming the trade papers for not giving sufficient space to educating the retailers to meet the mail order menace. This criticism will astonish anyone who has followed the trade papers closely and has thereby realized the great amount of space that has been devoted to this problem. It has been the one subject year in and year out that has always been to the fore. If the matter that has appeared in HARDWARE AND METAL and the other MacLean papers on this subject—practical, constructive matter, all of it—were pasted in a single column, it would stretch from Toronto to——, well, some considerable distance. And it has had its effect. Merchants generally have benefited. Specific cases could be quoted to show the practical benefits that discerning merchants have secured from following the suggestions thus advanced.

HARDWARE AND METAL does not feel that it is necesary, therefore, to enter any defence on that score. It is felt on the contrary that the criticism thus leveled at the trade press can be fairly and effectively turned on the wholesalers themselves. Excepting the aggressive and up-to-date firms, it can be said that the wholesalers as a class have not been doing all that they could to keep the mail order industry from abnormal growth.

It may be asked, what could the wholesaler do

that he has not been doing? He can do what the trade press does, prompt the merchant to more aggressive methods. He can look into the matter of wholesale efficiency; eliminate costly and intricate systems, the heritage of long years in business, and thereby cut his own cost of doing business. Long homilies are directed at the retailer on the score of simplification of retail systems; there is at least equal room for improvement in many wholesale establishments. A reduction of wholesale costs would be a real factor in enabling the retailer to meet mail order competition.

This is not said in a controversial spirit. It is said because grave dangers face the mercantile trades and the time has come for plain speaking and prompt acting. All branches of trade should face the situation squarely and endeavor to find how conditions can be improved to meet the menace of the fast-growing mail order industry.

INDUSTRIAL RESEARCH

THE making of shells has increased industrial efficiency: The shortage of labor has speeded up the men who are left in the shops: War measures have taught the need of improved organization and the folly of waste. Out of the welter and loss of this terrible conflict of nations, at least one benefit bids fair to emerge—a higher degree of efficiency in all pursuits.

A broader vision is already apparent in Canada. Men are looking to the future, are planning to avail themselves of the opportunities that are opening. The end of the war will usher-in an era of active participation in world trade. If present indications hold good, Canadian products will play a larger part in the markets of the world.

A good suggestion for further advancement along these lines comes from Industrial Canada. The need for industrial research is put forward as follows:

"The question of how industrial research can best be conducted is one of primary importance. Is it better to have all research organized and installed in a national institution, or is it better to let it grow wherever it will? There are some classes of physical inquiry that, like rare plants, will only grow on a particular soil. Under the inspiration of a particular individual or nurtured by the traditons of a particular place, they flourish and give to the world wonderful fruit. Any attempt to transplant them might end in the loss of the strain forever. Such researches should be nurtured by the state with suitable funds and facilities, but no interference should be made with this mode of growth.

"There are, on the other hand, many problems, the solutions of which have for long been wanted, and which are most likely to be solved, if at all, by being attacked on a large scale by many workers with almost unlimited funds behind them. They are the questions of the more economical consumption of coal, the more universal distribution of electrical energy, and numerous large chemical and electrochemical problems that can be carried out with greater expedition under state aid than by individual enterprise. For these matters one wants national physical laboratories, controlled by a commission on industrial and scientific research, such as is understood to be the scheme of the Minister of Trade and Commerce."

SHOULD TRAIN DEALERS' CLERKS

HARDWARE AND METAL has on many occasions emphasized the importance of training the dealer's clerks, and a great many articles of an educational nature for clerks have appeared at various times in this paper. Too many manufacturers, wholesalers and even retailers are too apt to forget that the clerk is often the deciding factor in putting across a good sales or advertising campaign.

Printers' Ink, an authority on advertising and sales problems, quite properly states that the dealer's clerk daily stands as a barrier between manufacturers and thousands of sales. Literally millions of dollars are annually spent to overcome his inertia. Being the last link in the chain between the factory and the consumer, he constitutes a problem of universal interest to all lines distributed and sold through retail channels. His strategic position is well-nigh perfect when it comes to hindering or quickening sales, for it is the clerk who performs the final transaction—placing the merchandise in the hands of the ultimate buyer. He is an integral part in the machinery of selling, and his education in selling any particular line must not be left to mere chance.

Spending money to train dealers' clerks is identical with spending money training salesmen. How many manufacturers are there who would send a man on the road without any selling knowledge of the product? Yet these same manufacturers expect the dealers' salesmen—those who sell their goods to the consumer—to understand the product as well, if not better, than the salesman selling the trade without any training whatever.

How can the clerks be reached, you ask? There are several ways, but undoubtedly the most effective and the quickest way is through the medium of good trade papers.

RUSSIAN BUYERS OF CANADA'S CAPITAL

THE Russian Government, that up to the present time has been conducting all it's purchases from New York, has on the suggestion of the Canadian Government opened offices in Ottawa, which are under the charge of Col. Kovaloff, of the Russian Army.

Russia has been buying several million dollars' worth of war supplies in Canada of recent date, and it is expected that with the opening of this new bureau this trade may be still further increased.

EVENTS IN THE TRADE

Business Changes

Sperling, Man.—H. M. Steeves & Co., hardware have sold out to T. E. Grant.

Fire Losses

Swift Current, Sask.—Fire destroyed the Wetmore Hardware Co. store and stock.

Obituary

Callander, Ont.—The death occured here of George Morrison, aged 62, who for many years conducted a general store here.

Now Walter Belyea & Co.

Walter Belyea & Co., was registered in Winnipeg last week, and under this name the business formerly conducted by the late Thomas Black will be known in future.

Lieut. Carmichael Killed

Weyburn, Sask.—Official intimation has reached here that Lieut. Ken Carmichael, who has been reported missing for the past few months, is now posted as having been killed in action on October 8. The late Lieut. Carmichael, who left for service with the 68th battalion, was one of the principals of the Hoshal-Carmichael Hardware Co.

Business Changes

Morris, Man.—Phillips Bros. hardware are moving to Nemiskam, Alta.

Sinclair, Man.—W. H. Smith hardware has been succeeded by C. R. Smith.

Edmonton, Alta.—W. C. Ferguson, hardware has discontinued business here.

Sperling, Man.—H. M. Steeves & Co., hardware have sold out to T. E. Grant

Lomond, Alta.—Phillips & Munro, have succeeded Lars A. Ostrum hardware.

Bladworth, Sask.—P. H. Robertson hardware has been succeeded by F. R. Robertson.

Turtleford, Alta.—E. E. Laborde, hardware has been succeeded by H. Burrman.

Personal

W. H. Teskey, Winnipeg, Man., will represent the Winnipeg Paint & Glass Co., Ltd., calling on the trade in Southern Manitoba.

Roy A. Harris, has severed his connection with the Stratford Mfg. Co., Stratford, and will in future represent the Renfrew Electric Mfg. Co., Renfrew, Ont. Mr. Harris represented the Stratford Mfg. Co., in Ontario for 7 years.

E. E. Lyday, Canadian manager of The Maytag Co., Winnipeg, will be in Toronto and Montreal this week arranging for representatives to handle their washing machines in Eastern Canada.

Mr. Hubbard Chairman at Hamilton

In a report in the March 3 issue of HARDWARE AND METAL of the proceedings at the luncheon tendered by Hamilton Hardware Manufacturers to the delegates attending the Ontario Retail Hardware & Stove Dealers' Association convention, it was inadvertently stated that Mr. Wood acted as chairman. The chairman was H. P. Hubbard, of the E. C. Atkins Co., Hamilton. Mr. Hubbard was instrumental in getting the manufacturers together in the first place and also made arrangements for retailers to see through the factories, including the munitions plant of the Canadian Cartridge Co. The sum of $167.05 was collected at the drawing which occurred at the luncheon, a report of which appeared in last week's issue. The money collected was donated to the Babies' Dispensary.

Montreal Personals

Douglas Clarke, of the Rome Mfg. Co., Rome, N.Y., was in Montreal this week on business.

H. W. Halsey, of Renfrew Electric Mfg. Co., Renfrew, Ont., was a business visitor in Montreal this week.

C. S. Hemenway, of the Smith Hemenway Co., New York, was hailed by business friends in Montreal this week.

R. W. Pain, of the American Ring Co., Waterbury, Connecticut, was in Montreal this week visiting friends in business.

Albert E. Hanna, general manager of the Steel Co. of Canada, at Winnipeg, was in Montreal this week, calling on a number of friends in hardware circles.

W. N. McNeil, of William Vogel & Sons, Brooklyn and Chicago, was in Montreal this week; his visit noted by several business friends in the hardware trade.

William Starke, of Starke, Seybold & Co., Montreal, is at present spending a recuperative holiday in Hot Springs, Virginia, and is making excellent progress.

Mr. Stuart, general manager of the Taylor Instrument Co., Rochester, N.Y., spent part of the week in Montreal, and was a welcome business visitor in the city.

W. Bruce Morrow, manufacturers' agent, Toronto, was in Montreal this week visiting the business circle of his acquaintance in the hardware and other trades.

Industrial Notes

Grimsby, Ont.—The Metal Craft Co. have obtained a building permit to erect a factory here at a cost of about $4,000.

Guelph, Ont.—The Page Hersey Iron Tube & Lead Co. has awarded the contract for the erection of an addition to its plant to cost $3,500.

Princeton, B.C.—The Canada Copper Corporation is to erect a 2,000-ton mill here, and will construct 13 miles of railroad to mines on Copper Mountain. Work will cost about $2,000,000.

Brantford, Ont.—The Cockshutt Plow Co. are making tractor plows for the British market. Over 500 have already been shipped to the Old Country, and the company have orders on hand for 400 more.

Thorold, Ont.—The Exolon Co., manufacturer of abrasive refractory materials, has commenced the erection of an addition to its plant, and will instal equipment so as to increase the production by 100 per cent.

Toronto, Ont.—The Illinois Tool Works, Chicago, Ill., have opened an office in 403 C. P. R. Building, Yonge and King Streets, in charge of Allan B Wearing, who has been appointed Canadian representative.

Durham, Ont.—The National Portland Cement Co. is now manufacturing at its plant, near here, a considerable quantity of potash from feldspar as a by-product. The output of potash, which is being used as a fertilizer, is 14 to 16 tons per day.

Parry Sound, Ont.—The new plant of the British Cordite Co., to be built at Parry Sound by the Canadian Explosives, Ltd., for the Imperial Munitions Board, will probably be the largest work of its kind in Canada. Orders for the material and equipment are being placed by the Canadian Explosives, Ltd., Montreal.

Brandram-Henderson Travellers Hold Monthly Meetings

Brandram-Henderson, Ltd., sales staff, of the Ontario Division, with headquarters at Toronto, has adopted a new plan of get-together meetings for the travellers. The meetings are held on the first Monday of each month. The first meeting was held at the Prince George Hotel, Toronto, the second at the Tecumseh, London, Ont. The third meeting was held on Wednesday night of this week at Toronto. The monthly meeting idea is a new one with the company, and to date the beneficial results have proved beyond expectation. The travellers come in from the various territories, and subjects of interest to all are taken up and discussed. Among the many subjects taken up so far are advertising, window trimming, credits, how to assist retailers, etc. Various paint problems, which arise from time to time, are also gone into, and a general interchange of ideas and knowledge takes place.

St. John, N.B. News

Hardware dealers report trade excellent with payments satisfactory. The outlook for spring trade is regarded as most promising, provided that the dealers can secure stock. The railway embargoes and freight congestion has made it extremely difficult to secure shipments and this may affect business to a serious extent.

An announcement of interest in trade circles is that of the granting of Dominion incorporation to the Shipbuilding Corporation, Limited, with head office in Montreal. It is reported that the capital stock is $2,000,000, and that the scene of operations will be on the Miramichi river in New Brunswick, on a site near the town of Newcastle. Iron ore and coal supplies are available in that district and it is believed that the proposition would include steel making.

The greatly increased prices of paints, oils and other supplies is given as the chief reason of the master painters of St. John in refusing their men a demand for increase in wages from 37½ to 45 cents an hour. The men are on strike but may compromise on 40 cents.

The New Brunswick Commercial Travellers' Patriotic Club has succeeded, since the first of the year, in raising $6,000 of the $10,000 which they undertook to secure for patriotic purposes. The club has a membership of 220, of whom more than fifty are at the front. Three of their members, Lieutenants Edward Porter, John Brock and Ernest Welch, have been killed in action.

At the annual meeting of the St. John branch of the Retail Merchants Association officers for the coming year were elected as follows:

A. O. Skinner, president; F. W. Daniel, 1st vice-president; A. A. McIntyre, 2nd vice-president; Wm. H. Hawker, treasurer, and D. J. Barrett, secretary.

The executive committee was elected as follows: Harold W. Rising, S. C. Young, T. J. McPherson, J. H. Vaughan, S. C. Webb and J. S. McGivern.

The provincial convention of the Retail Merchants' Association of New Brunswick will be held in St John on March 14 and 15.

BRANDRAM-HENDERSON, LTD., APPOINT NEW WINNIPEG MANAGER

Harry Cunningham has been appointed manager Western division of Brandram-Henderson, Limited, offices and warehouse at 120 Lombard Street, Winnipeg. Mr. Cunningham has resided in the Prairie Provinces for the past sixteen to eighteen years, and is personally acquainted not only in business, but in a social way, with practically every hardware paint buyer throughout the North-West. For years he was connected with Marshall Wells, and during the last years of his connection with them was manager for Alberta. He is also quite familiar with the products of Brandram-Henderson, as several years ago he acted in the capacity of a salesman for this firm.

W. S. McLennan, sales and advertising manager for Brandram-Henderson, Limited, at Montreal, has recently spent a few weeks in Manitoba, Saskatchewan and Alberta, completing plans for an advertising campaign, and for an increased distribution of the company's products this spring. Mr. McLennan was very favorably impressed with the prospect for new and increased business during 1917.

Kingston, Ont.—The St. Lawrence Smelting & Refining Co. has been incorporated to carry on smelting and to manufacture metals of all kinds, with $100,000 capital.

HARDWARE LETTER BOX

Sheep Dip

S. R. Peart, Rockwood, Ont.—Please give names of firms handling Cooper's sheep dip and also McDougalls sheep dip. McDougall's sheep dip is sold by Lyman Bros. Co., 71 Front St. E, Toronto; Cooper's sheep dip is sold by J. A. Simmers Ltd., 147 King St. E, Toronto.—Ed.

Mik Box Stove

The McFarland Hardware,, Etzekom, Alta.—Can you advise where a box stove called the Mik is made?

Can any of our readers kindly supply name of maker.—Ed.

Dairy Supplies

Chas. E. Boyd, Simcoe, Ont.—Please give names of Dairy Supply people in Canada?

J. W. Richardson & Co., St. Marys, Ont.; De Laval Dairy Supply Co., Peterboro, Ont; W. A. Drummond and Co., Toronto; D. Derbyshire, Brockville, Ont.—Ed.

BANKER POINTS OUT DEFICIENCIES

(Continued from page 25.)

this difficulty is that the cash price should be made the basis of sale, that is the lowest price that a strictly cash business would permit. Such a price, it is believed, would approach very nearly to the mail-order house figures. The credit price might then be fixed at such a percentage above this figure as would be necessitated by the percentage of bad debts, likely to occur from a reasonably discriminative credit system.

Surely this is a business-like method, surely also it is a more just and equitable system than that largely in vogue. Making the innocent customer suffer for the guilt of a delinquent debtor, is neither honest nor good business.

Mr. Brown, on the other hand, realizes that there is something to be said for the credit system. He makes the statement that 40 per cent., to speak in conservative figures, of the farmers in the three provinces could pay cash without any inconvenience. They are not doing so because the merchant has encouraged the destructive habit of running unnecessary credit, and on the other hand because the average merchant has neither required them to pay cash, nor made it to their advantage to do so.

In concluding, Mr. Brown suggested three grades of prices:—

1. A strictly cash price.
2. A price for credit to a given date, as an example, till after harvest, with interest added for any further extension.
3. Recognizing the convenience of a monthly account, the credit price for such accounts subject to a certain discount only when such accounts are settled promptly by the fifteenth of the succeeding month.

As it is generally conceded that lax credit systems are probably the most fruitful cause of business disaster, these words of a man who has made a study of the situation are well worth the most careful consideration of all merchants.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

There has been no diminution in the number of price advances in hardware lines during the week. Wholesalers express some degree of surprise at the steadily upward trend in so many lines. Wrought iron pipe has advanced again to the extent of $4 per ton. Wire products have been moved upward 25c per 100 lbs. following an advance as recent as last week. One manufacturer has also increased the price of wire nails. Canadian buyers have been endeavoring to place orders for nails in the United States, but without success, and consequently must depend on the Canadian source of supply. Cutlery manufacturers in the United States have announced big advances during the week and wholesalers have moved their prices up in conformity. Stocks of cutlery are very low, with little prospect of being replenished in sufficient quantity to meet requirements. Numerous lines of shelf hardware have been marked higher, including thumb latches, axle pulleys, sash weights, box chisels, meat choppers, builders' hardware, wrenches, door checks, nail claws, petroleum faucets. Some manufacturers of screen doors and windows have announced that they will take no further orders this season, as their output is booked up. An advance in galvanized sheets has been recorded. Bathtubs and sinks and other enamelware supplies have been increased in price. Valves of various kinds have also been moved higher in price. Turpentine declined 3c per gallon during the week and is the only exception to a generally upward market. Business has been good during the week.

MONTREAL MARKETS

MONTREAL, March 7.—Some of the most important advances this week have been in the line of heavy goods. Iron pipe both black and galvanized has gone up in price due to the firm condition of the market. Anvils are also higher priced, and nails and wire are again advanced. In shelf goods there have not been so many advances this week, but the new discounts on Stillson wrenches is noteworthy and the fact that all hinges and butts are up in price is important. Soldering irons are advanced also cross cut saws, and several lines of valves. The market has been active in sending forth supplies for the maple industry, only the large wholesalers, but also the manufacturers of stoves and ranges who handle maple sugaring apparatus being exceptionally busy at present. Delivery troubles still vex the trade, but are being surmounted. A firmness in rope market conditions is mentioned, and may lead to advances before very long. Binder twine prices are not yet out, and will be late this season. It is noted by the trade that very well assorted orders of hardware are going out at present. Shortages are quite frequent in many lines of screws, nuts, and tools which are in demand.

Shelf Goods Show Some More Advances

SHELF GOODS.—Not so many advances in shelf goods fell to be recorded this week, and the midnight oil was not burned to the extent formerly familiar in connection with change lists. The following changes in price were noted however besides those under larger headings farther on in this report:

Rim Locks Cost More

All rim locks are costing more now in line with the advances in builders' hardware. The cheapest rim locks on the market now are priced at $2.00 a dozen, an advance of twenty cents per dozen.

Door Knobs Also

In the same way door knobs are dearer. The cheapest door knob now on the market costs $1.75 per dozen now.

Hinges and Butts Up

An extensive list of hinges and butts has come before the hardwaremen for advancing of prices. The amount of the advances could not be given out at the time of writing but practically all butts and hinges light and heavy are included in the advances.

Knife Handle Wrenches

Knife handle wrenches are advanced to 12½ off list by one firm of wholesalers in Montreal this week.

Standard Globe Angle and Check Valves

Advances in standard globe, angle and check valves are recorded. These are now quoted 40 per cent. off.

Stop and Waste Cocks

Compression bibbs are 55 per cent. off and stop and waste cocks are advanced also to 62½ off.

Jenkins' Genuine Valves Up

The advance on Jenkins' Genuine Valves is shown by the discount 10 per cent. off list now in force.

Stillson Wrenches Advance

An important advance is that of Stillson wrenches now quoted at 55 per cent. off instead of 60 per cent. off list.

Simonds Saws Prices

Advanced prices on Simonds saws "Crescent Crosscut" are as follows: 4 ft., $3.15; 4½ ft. $3.50; 5 ft., $3.75; and 5½ ft., $4.35.

Anvils Advance in Price This Week

ANVILS.—The market for iron goods is so firm that advances in such heavy iron lines as anvils might well be expected. This week shows considerable advances in the Peter Wright line of anvils from the lighter to the heavier sizes. Following prices are quoted by one wholesale house noting the advance. Others had not at time of writing recorded it.

45 lb. anvils per lb. 9½ cents; 46-50 lbs., per lb 20 cents; 51-60 lbs., per lb. 19½ cents; 60 lbs. per lb. 19 cents; 70 lbs., per lb. 18 cents; 80 lbs and over per lb. 17 cents.

Soldering Irons Have Advanced 10%

SOLDERING IRONS.—An advance of about ten per cent. has been registered in soldering irons this week. The following prices are quoted by one large wholesale firm, others not having the list calculated at time of reporting.

1 lb., per pair 80 cents; 1½ lbs., per

pair, $1.15; 2 lbs., per pair $1.50; 2½ lbs., per pair, $1.85; 3 lbs., per pair $2.15; 4 lbs., per pair, $2.85; 5 lbs., per pair $3.60; 6 lbs., per pair $4.35; 8 lbs., per pair, $5.75.

New Prices Again On Iron Pipe

IRON PIPE.—There have been advances again in black and galvanized iron pipe owing to the unprecedented state of the market for iron products. Following are the prices being quoted by Montreal wholesalers for buttweld pipe:—

Size.	Black	Galvanized
¼ in.	$ 3 78	$ 5 91
⅜ in.	3 78	5 91
½ in.	4 93	6 50
¾ in.	6 10	8 22
1 in.	9 01	12 16
1¼ in.	12 19	16 45
1½ in.	14 58	19 66
2 in.	19 61	26 46
2½ in.	31 01	41 82
3 in.	40 55	54 70
3½ in.	50 60	67 62
4 in.	59 95	80 12

Prices on Lapweld Pipe are shown in a panel elsewhere, and in current quotations.

Prices on lapweld pipe are shown in a panel elsewhere and in current quotations.

Stoves and Ranges Are Steadily Firm

STOVES, ETC.—There is still a steady but not eventful condition to report in regard to the market for stoves, ranges, heaters (both oil and coal) and their associated products of manufacture. Events might develop before long which would make this market of more interest for the condition of the iron and steel industry is ominous, and it is almost a foregone conclusion that next winter's supplies of stoves will be on the market at advanced prices. One of the most serious problems before the manufacturers at present is to secure Canada Plates for stove pipes. The cost of stove pipe is likely to be still higher as this shortage becomes felt. Enamelled ware is finding good demand, but difficulties of manufacture due to the many effects of the railway situation and fuel shortage have hampered business to some extent.

Manila and Sisal Market Very Firm

ROPE, TWINE, ETC.—While the market at present for rope and twine is affected in the immediately upward direction only by the advances in hemp and jute goods noted in the Toronto report last week, and which are prevalent also in Montreal, there is this week some hint that Manila and sisal cordage may be in for an advance before very long unless market conditions for the raw materials change rapidly for the better. There has been no advance so far in these lines, but the market conditions are such that advances are not

WROUGT IRON PIPE PRICES

Effective March 6, 1917.

Standard Butweld—	Black	Galvanized
	Per 100 feet	
⅛ in.	$ 4 50	$ 6 00
¼ in.	3 78	5 91
⅜ in.	3 78	5 91
½ in.	4 93	6 50
¾ in.	6 10	8 22
1 in.	9 01	12 16
1¼ in.	12 19	16 45
1½ in.	14 58	19 66
2 in.	19 61	26 46
2½ in.	31 01	41 83
3 in.	40 55	54 70
3½ in.	50 60	67 62
4 in.	59 95	80 12
Standard Lapweld—		
2 in.	22 57	29 05
2½ in.	33 93	44 17
3 in.	44 37	57 76
3½ in.	55 20	72 22
4 in.	65 40	85 57
4½ in.	76 20	99 70
5 in.	88 80	116 20
6 in.	115 20	150 70
7 in.	152 30	196 40
8 L in.	160 00	206 30
8 in.	184 30	237 60
9 in.	220 80	284 60
10 L in.	204 80	264 00
10 in.	263 70	339 90

Prices Ontario, Quebec and Maritime Provinces.

improbable. As regards binder twine no prices are yet announced, and they will be later than usual this year for the manufacturers do not desire to state prices which may not maintain for a reasonable length of time, and conditions are not by any means settled enough to secure permanence of too early price standards in the line of binder twine.

Gasoline and Coal Oil in Firm Market

GASOLINE, COAL OIL.—The advanced prices of last week still hold in gasoline and coal oil, and the market is very firm. The firmness is due to the situation as regards production in the middle west, also to difficulties of delivery by railway. Gasoline is quoted at 0.30½ to 31 cents per gallon. Royalite coal oil is quoting at 15 cents and Palacine at 18 cents per gallon, the advance being one cent. No predictions are ventured as to further advances this week, but firmness is the characteristic of the market. Munition work demand for gasoline is active. Automobile demand not so marked.

Wire Nails Reach Higher Price Levels

NAILS, WIRE, ETC.—Once again the base price for wire nails has gone soaring. One mill this week makes the price $5.25 per hundred pounds f.o.b. Montreal, and the market is fairly well assured that the general quotation will be $5.25. "Wire nails will go to $6.00, and perhaps higher at the rate things are happening to them now" said one wholesale hardwareman this week. He added that his top note of prediction was based on the idea that if the United States go definitely to war there will be prices on iron and steel products such as have never been heard of before since the wane of the stone-age when an iron spike would purchase a herd of oxen and a wife thrown into the bargain. This, however, is looking on the extreme side of things in the steel market. Bright staples have gone up to $5.35 base, and galvanized to $6.20 base, while all lines of wire, bright, oiled, annealed, and coppered are at $5.50 base. Hay wire No.13 quotes now at $5.40 per hundred pounds, No. 14 is $5.45; and No. 15, $5.55. Bale ties will probably advance next as usual when hay-wire advances.

Great Shortage of Canada Plates

SHEETS, PLATES, ETC.—The very serious shortage of Canadian Plates will probably be noted by markets far and wide before long if not already more than apparent. It is impossible to get supplies from Britain though large orders have been sent over there, and strenuous efforts are being made to secure permits for the filling of these. Efforts are also being made to get supplies from the United States, but there are difficulties in the way there also. It looks like short supplies and very high prices for the early part of the season ahead in this line. Galvanized sheets are also scarce to the verge of non- existence on the market. One large firm formerly easily able to fill big orders for British makes of these plates reports empty stores, and the greatest difficulty in securing new supplies. Firms handling the United States product in this line are not very much better off though they have chances of getting orders through. Prices are very firm, current quotations giving an idea of these though in certain cases they are merely nominal, supplies being unobtainable.

Market For Iron And Steel Steady

IRON AND STEEL.—No relief is reported yet in the iron and steel situation, indeed the indications are that things are rather firmer than before. Pig iron is still quoted nominally at $38.00 to $40.00 per ton, and the shortages of fuel are felt in the manufacture not only of the base metal but of the higher products. Prices of iron and steel products are still steadily advancing, and while market watchers some time ago thought the limit upwards was in sight, opinions to-day are not so confidently voiced for the war clouds over the United States are having their effect. Prices of the principal iron and steel lines listed below are not altered

this week, but supplies are restricted, and the market is very firm.

	Basis.
Common bar iron, per 100 lbs.	$ 3.40
Refined iron, per 100 lbs.	3.65
Horseshoe iron, per 100 lbs.	3.65
Norway iron	11.00
Mild steel	4.30
Band steel	4.30
Sleigh shoe steel	4.30
Tire Steel	4.50
Toe calk steel	5.20
Mining tool steel, per lb.	0.13½
Black Diamond tool steel, per lb.	0.14½
Spring steel	6.00

Lead Products Hold At Previous Quotations

LEAD, ZINC, ETC.—There are no changes to record this week in the market for lead products as listed below, but the market remains exceedingly firm. As will be recalled there were advances last week which carried the prices of these products to the proper levels to keep pace with the marrket for ingot lead. The lead market is slightly easier this week though still firm, and the present quotations are likely to maintain steadily for a while. Zinc has been scarce but the prices of zinc products remain so far as quoted last week. It is not anticipated that these will alter upwards just yet.

Lead pipe, lb.	$0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	Plus 10%	....
Lead wool, lb.	0 16	....
Lead sheets, 3 lbs. sq. ft.	0 17	....
Lead sheets, 3½ lbs. sq. ft.	0 17	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 37	....
Solder, strictly, lb.	0 35	....
Solder, commercial, lb.	0 33	....
Solder, wiping, lb.	0 33	....
Solder, wire, lb.	....	0 52
Zinc sheets, per lb.	0 33	....

Market Strong For Old Cast Iron Now

OLD METALS.—Firmer prices are prevailing this week in the market for old metals. Tea lead is now 7 cents a pound. Heavy lead pipe is bringing 9 cents. Red brass has advanced in market a little and is selling at from 21 cents to 21½ cents. Light brass is priced at 11 cents. An important change is the advance in the price of old cast iron per gross ton. This metal has jumped two dollars per gross ton since last week, and is quoting at $20.00 to $21.00 now. The market for iron is exceedingly firm, and there is a use found for all kinds of old iron capable of being turned into industrial utilities now in demand.

Tea lead	0.07	.....
Heavy lead pipe	0.09	.....
Yellow brass	0.16	.....
Red brass	0.21	0.21½
Light brass	0.11	.....
Heavy zinc	0.10	.....
Heavy copper	0.27	.....
Old cast iron, per gross ton.	20.00	21.00
Stove plate, per ton	11.75	.....
Old rubbers, boots and shoes	0. 8¼	.....
Overshoes, lumbermen's rubber boots	0. 6½	.....
Auto tires	0. 5½	
Bicycle tires	0 2½	

The Ingot Metals Are Less Active

INGOT METALS.—In the main the market for ingot metals in Montreal has been quieter during the week since last report, and the date of writing finds things still undisturbed as regards activity of demand. Supplies are very slow, and uncertain, some metals, notably zinc being found scarce. Tin is also found scarcer this week, and is firmer in price. Supplies from England have been increasingly difficult to get of late.

Tin's Troubles Intensified

TIN.—The same difficulties which beset tin last week are this week present and rather intensified. It has been hard to get supplies of "Lamb and Flag" from England, and there is little help coming from the States. Prices of tin this week ranged from $54.00 per hundred pounds for large orders to $58.00 per hundred pounds for smaller quantities.

Lead Remains Firm

LEAD.—Firm and steady is the state of the market for lead just at present. Demand is quiet. No weakness has been noticed, though no very special activity. Prices of lead range from $12.25 per hundred pounds for large quantities to $14.00 per hundred pounds for smaller orders.

Aluminum Shows Advances

ALUMINUM.—The market for aluminum has shown more firmness as regards the average order for this metal without special activity. Virgin aluminum is quoted at $72.00 per hundred pounds fo such orders as are usual in the hardware trade. Other sorts of aluminum are priced in proportion to the price of virgin, some cheaper some more costly.

Copper a Little Firmer

COPPER.—Copper shows a shade more firmness of tone for the present week, the market quotation for average sized orders being $40.00 per hundred pounds, larger orders a little less in price, about $36-$39 a hundred pounds being mentioned. Supplies of copper are not too plentiful.

Spelter Very Scarce

SPELTER.—Deliveries of spelter have been rather short and uncertain during the week, and the market has noticed a scarcity in this metal. Several tons of spelter had even to be rushed into Montreal by express this week, and prices have been quoted at $15.50 per hundred pounds for fairly large orders to $16.50 for smaller quantities.

Antimony Still Firm

ANTIMONY.—There is a quietness about the market for antimony, but some slight demand exists, and the price quoted for average orders is $33.00 per hundred pounds. Smaller quantities might be priced rather higher. There is not much demand for large quantities.

TORONTO MARKETS

TORONTO, March 8.—Prior to the recent storm there was a noticeable improvement in railway shipments as a result of the milder weather. With the coming of a heavy storm shipments became more difficult again. It is anticipated that with the coming of spring weather wholesalers will be served better by the railways. The opening of navigation on the lakes is expected to relieve some of the congestion of the railway lines. Merchants have quite generally realized the advisability of having the wholesale houses ship their spring goods as early as they were available. There have been a number of price changes in the upward direction during the week, some of the more important being in wire products and wire nails, steel pipe, malleable and cast bushings, unions and plugs, bucksaws, pocket cutlery, black sheets, and galvanized sheets. Valves of certain descriptions have also been marked up.

Steel Pipe Again Advances $4 Per Ton

WROUGHT PIPE.—Another advance of two points has been recorded in the price of wrought steel pipe which provides for an increase of $4 per ton. This increase follows one of a similar amount made three weeks ago. Manufacturers are experiencing difficulty in getting supplies of coke and other raw materials, steel being one of the articles that is inclined to still higher prices. Net prices will be found in a panel elsewhere.

Bushings and Unions Advance 5 Per Cent.

BUSHINGS, UNIONS.—An advance of 5 per cent. has been made in the price of malleable and cast bushings, unions, plugs and pound fittings, by the change of discount. Malleable bushings are now quoted at a discount of 45 per cent. cast bushings at 45 per cent., unions at 50 and 2½ per cent., plugs at 45 per cent., and pound fittings in Classes B and C are quoted net list. Class A in pound fittings is now quoted at 48c. per pound net.

Bucksaws and Crosscuts Higher by 7½ Per Cent.

BUCKSAWS, CROSSCUTS.—An advance of 10 per cent. on bucksaws and

approximately 7½ per cent. on crosscuts of all makes has been recorded during the week. Cheaper grades of crosscuts show an advance of 7c. per foot, which now makes the cheapest grade of crosscut saw 42c. per foot. In the Happy Medium bucksaw the new price is now $6.85 per dozen, while the Happy Medium with lance tooth blade is $7.40 per dozen. No. 1 Maple Leaf and equal bucksaws are now quoted at $7.40 per dozen, while No. 1 Maple Leaf with lance tooth blade is quoted at $7.70 per dozen. Prince Rupert and equal are quoted at $9.05 per dozen, New Century at $8.25 per dozen and Tricolor at $8.80.

Many Lines of Shelf Hardware Quoted Up

SHELF HARDWARE. — The week has seen no diminution in the number of price changes that have taken place in shelf hardware. Wholesalers express their mild surprise at the way the prices keep up a steady advance toward higher levels.

Taylor-Forbes Goods Up.

The Taylor-Forbes Company have issued a new price list on their complete line of goods on which there is an advance of approximately 10 per cent. over recent quotations.

New Terms on Pumps, Ladders, Etc.

New terms have been made effective on the selling price of pumps, ladders, butter workers, butter boxes and barn door track by Beatty Bros., of Fergus. Five per cent. cash is required with order, 2 per cent. discount in thirty days, and net sixty days are now the selling

Sad Irons Up 5c. to 10c.

Mrs. Potts' sad irons have been advanced in price during the week, the No. 55 plain now being quoted at $1.25 as compared with $1.15 formerly, and the No. 50 nickel-plated at $1.35 per set. as compared with $1.30 formerly.

Prices on Thumb Latches.

Japanned steel thumb latches is one of the lines to be marked higher during the week. No. 1 are now quoted at $1.45 per dozen, No. 2 at $1.75 per dozen, No. 3 at $2.30 per dozen and No. 4 at $4.20 per dozen

Grindstone Frames Up.

New prices that have been issued on grindstone frames are as follows: 15-inch, $6.25 per dozen; 17-inch, $6.60 per dozen; 19-inch, $7.80 per dozen; BB, $15 per dozen.

Axle Pulley Price.

The Commonsense Axle Pulley is now quoted at 45c. per dozen for the 2-inch size according to new prices that have been announced.

Sash Weight Prices.

Last week prices on sash weights were given in these columns. Quotations by wholesalers other than those whose line was quoted last week are slightly higher, being $2.40 per hundred pounds for the solid weights and $3.70 per hundred pounds for the sectional.

Box Chisels Also Up.

New prices have been put into effect on box chisels, for the No. 75 the price being $12.15 per dozen and No. 72 x 12, $5:15 per dozen.

Meat Choppers Higher.

Higher prices have been put into effect on meat choppers, which in some instances is 30 per cent. higher than former prices. No. 16 are now quoted at 85c. each, No. 20 at $1.30 each, No. 22 at $1.45 each and No. 24 at $2.10 each.

Eclipse Door Checks Advance.

Another one of the numerous lines to advance during the week is the Eclipse door checks, one size, No. 1613 is quoted at $2.25 each and No. 1625 at $2.95 each.

Nail Claws Up.

Nail claws have been moved up, No. 1 now being quoted at $6.55 dozen and No. 11 at $13.80 per dozen. Nails have been advancing steadily and the claws have now taken the cue. Where the nails go there the claws must follow.

Tobacco Cutters As Well.

Tobacco cutters have been increased in price, the No. 2 now being quoted at $10.45 each and No. 12 at $15.25 each.

Even Petroleum Faucets.

An advance was recorded in the price of coal oil last week. Now even the faucets must go to higher levels. One-half inch are quoted at $6 per dozen, ⅝-inch at $7.10, ¾-inch at $8.10 and 1-inch at $12.50. Petroleum faucets with tin pipe thread are quoted at $6.65 for ½-inch, ⅝-inch at $7.85, ¾-inch at $9.05 and 1-inch at $13.90.

Screen Door Factories Filled Up.

Some wholesalers have advised their representatives to take no more orders for screen doors and windows as the manufacturers of the lines they carry have advised them that they have now more orders on hand than they will be able to fill for the present season's trade.

Net Prices on Lawn Mowers Announced

LAWN MOWERS.—Wholesalers have had an opportunity during the week of figuring out the new net prices on lawn mowers, following the advance of 20 per cent. announced last week. Daisy three-blade mowers are now sold as follows: 12-inch, $4.95; 14-inch, $5.40; 16-inch $5.80. Star three-blade, 12-inch, $6; 14-inch, $6.40; 16-inch, $6.85. Woodyatt four-blade: 12-inch, $6.65; 14-inch, $7.10; 16-inch. $7.50; 18-inch, $7.90; 20-inch, $8.35. The above prices are net and are based on a discount of 40 per cent. off list.

Cutlery Prices Have Made Big Advance

CUTLERY. — United States cutlery manufacturers within the past few days have announced a further big increase in the price of their cutlery lines which in some instances amounts to one-third increase on former prices. One line for instance that was formerly quoted at $1.80 per dozen is now selling by the manufacturers at $3.10 per dozen. Razors coming from the same source have also been marked higher. Some wholesalers have accordingly marked their prices up to correspondent with this increase by the manufacturers. Stocks of cutlery in local hands are very low at present and there seems small chance of getting additional stocks when these are exhausted.

Globe, Angle and Check Valves Higher

VALVES. — An advance of approximately 10 per cent. has been recorded in the price of globe, angle and check valves, brass steam cocks, radiator valves and patent quick-opening valves. Standard globe, angle and check valves are now quoted at a discount of 15 per cent. as compared with the former discount of 25 per cent. Brass steam cocks have been advanced from 20 per cent. off list to 10 per cent. off list, while the high grade is now quoted at 10 per cent. off list. Radiator valves, both standard and high grade, have been changed from 30 to 25 per cent. discount. Patent quick-opening valves are now quoted at 55 per cent. off list as compared with 60 per cent. formerly. Following are the discounts:

	%
Ground work	45-47
Compression work, standard	55
High grade	48
Cushion work	49
Fuller work, standard	54
High grade	47
Basin cocks, No. 0, standard	49-53
High grade	49
Nos. 1 and 2	49-53
Bath cocks	55
Flatway stop and waste cocks, standard	53
High grade	50
Roundway stop and waste cocks, standard	53
High grade	50
Brass steam cocks, standard	10
Globe, angle and check valves, standard	15
High grade	10
Radiator valves, standard	25
High grade	25
Patent quick opening valves	55
Basin Cocks—	
No. 0 and 1, Fuller pattern	53
No. 0 and 1, compression	49
Midget	51
Steam cocks, square nut	50
Steam cocks, iron body	40
Globe, angle and check valves, medium pressure	40
Radiator valves, standard	60
Radiator valves, Jenkins disc	60
Radiator valves, quick opening	60

Plumbing Enamelware Advances 5 to 10%

BATHTUBS, SINKS. — An advance ranging from 5 per cent. to 10 per cent. has been made effective on all lines of plumbers' enamelware. On the ordin-

ary 4-foot, 4½-foot, 5-foot and 5½-foot the advance amounts to $2.10 on each size, which now makes the selling price $25.80. On the 5½-foot baths the advance has been $2.10 also, making the selling price now $29.40. On the sitz, foot and child's baths, the advance has been 5 per cent. On the roll-top sink, 18 x 30 inches, the advance has been 5 per cent. on previous price, making the price now $12.90. Range boilers have held steady during the week at the advances recorded in last issue.

30-gallon range boilers, standard	$10.50
30-gallon range boilers, extra heavy....	13.00
Bathtubs, roll-top, 4, 4½, 5 feet, 24 to 30 in. wide	25.80
Bathtubs, 5½ ft.	29.40
Sinks, roll-top, 18 x 30 in., staple......	12.90

Gasoline and Coal Oil Holding Firm

GASOLINE, COAL OIL.—Prices of gasoline and coal oil held steady during the week at the advances recorded last week. There is a continued firmness in the market, due to the possibility that United States may come into the war, which will necessitate a greatly increased consumption, not only for the industries which would be speeded up, but also for the increased consumption of lubricating oils by the United States navy and an increase in gasoline consumption for the motorboat patrol of the harbors. It is on the programme of the United States Government that one thousand gasoline motorboats should be used for this purpose. Fuel oil is in increased firmness with an advance of ½c per gallon recorded.

Wire Products Again Moved Up 25c Per 100

WIRE PRODUCTS.—Another advance, following the one recorded in HARDWARE AND METAL last week, has been made effective in stovepipe wire, bright annealed wire, oiled and annealed, smooth steel wire bale ties and cut hay baling wire. This advance follows an advance of $4 per ton in all wire products recently made in the United States

Cut Hay Baling Wire

According to the new schedule of prices, No. 9 cut hay baling wire is quoted at $5.75 per 100 pounds, No. 10 at $5.80, No. 11 at $5.90, No. 12 at $6. No. 13 at $6.10, No. 13½ at $6.10, No. 14 at $6.25, and No. 15 at $6.50.

Stovepipe Wire Prices

With the advance in stovepipe wire of 25c, the price for No. 18 is now $6.70 per 100 pounds, and $7.20 per 100 for No. 19.

O. & A. Wire

Prices on No. 10 oiled and annealed wire is now $5.66 per 100 pounds, No. 11 at $5.72, and No. 12 at $5.80.

Bale Ties

On bale ties the new price is $5.80 for No. 12, $5.90 for No. 13, $5.95 for No. 13½, $6.05 for No. 14, $6.25 for No. 15, and $6.50 for No. 16.

Although wire nails and fence staples are in firm market, there has been no advance recorded in these products on the part of the wholesalers. It is understood, however, that the products of the Dominion Iron & Steel Company have been advanced 25c per hundred, including wire nails, staples and wire products. Fine steel wire remains unchanged with local wholesalers. The base on small steel wire is now $5.50 for gauges Nos. 0-9, with the usual extra for heavier gauges.

Unable To Get Nails From U.S. Dealers

NAILS.—While some of the manufacturers have advanced the price of nails in Canada, the upward movement has not been general as yet, although wire products have been moved higher quite generally. It is asserted that several Canadian buyers have recently been trying to place orders for wire nails in the United States, but without success. They are accordingly buying through Canadian supply houses at to-day's prices. Those in touch with the nail situation give it as an opinion that the nail stocks in the United States are in extremely low compass, and that manufacturers in that country are only looking after the requirements of their customers who have had contracts for some little time. They are evidently taking on no new business. Wholesalers locally state they are not pressing for sales. As stated in the foregoing article on wire, the Dominion Iron and Steel Company ha advanced the price of wire nails 25c per hundred.

Galvanized Sheets Increased 50 Cents

SHEETS, PLATES.—An advance of 50c per 100 pounds has been recorded in the price of the Apollo brand galvanized sheets. There has been a firmness in this market for some weeks past, with an inclination toward higher prices. The base size of 10¾-oz. is now quoted at $8. and the prices on other gauges run as follows: No. 28, $7.70; No. 26, $7.40; Nos. 22-24, $7.25; Nos. 18-20, $7.10; No. 16, $6.95; No. 14, $6.85. Galvanized sheets are scarce in the local market. and even higher prices are anticipated in this line. Black sheets are daily getting in smaller compass, and the market is accordingly firm. Boiler plates are in firm market, and an advance has been recorded in this line.

Iron and Steel Are Limited in Quantity

IRON AND STEEL.—There is a steadily diminishing stock of iron and steel in local hands, and supplies are growing less, without much prospect of being replenished in as large quantities as the demand requires. There is an excellent demand at present, and prices have a very firm tendency. During the week there has been no actual change in quotations.

	Per 100 Lbs.	
Common bar iron	$	$ 4 00
Common bar steel	....	4 25
Refined iron	....	4 25
Angles, base	....	4 75
Horseshoe iron	....	4 25
Norway iron	7 50	9 00
Mild steel	....	4 25
Tire steel	....	4 45
Toe calk steel	4 90	6 00
Sleigh shoe steel	....	4 50
Band steel	....	4 50
Spring steel	....	6 00
Mining tool steel	17 00	18 00
Sheet cast steel	25 00	35 00
Spring steel	....	6 00

Old Heavy Copper Quoted Up ½c Pound

OLD MATERIALS.—There has been an increase in the price paid by dealers for old heavy copper during the week of ½c per pound, now making the price offered 29½c. With this exception there has been a steady market so far as the prices for old materials are concerned. The tone of the market is one of strength, however, with a good demand for materials of all kinds.

	Per lb.	
Tea lead	$ 0 06½	......
Heavy lead pipe	0 09½	......
Yellow brass	0 17	......
Red brass	0 22	......
Light brass	0 10	......
Heavy zinc	0 09½	......
Heavy copper	0 29½	......
Old cast iron, per ton.....	16 00	......
Stove plate, per ton	14 50	......
Old rubbers, boots & shoes	0 08¾	......
Overshoes, lumbermen's rubber boots	0 06½	......
Auto tires	0 06	......
Bicycle tires	0 03½	......

Lead Products Are In Very Firm Market

LEAD AND ZINC PRODUCTS.—There is considerable strength in the market for lead and zinc products, due to the situation in the primary markets for the ingot metals. Pig lead is in very firm position, and spelter is going strong. The local demand for products is good, and there is a disposition to look for still higher prices in some quarters.

Lead pipe, lb.	$0 16	....
Lead waste pipe, lb.........	0 17	....
Lead traps and bends.......	10% on list	
Lead wool, lb.	0 15	....
Lead sheets, 3 lbs. sq. ft....	0 15¾	....
Lead sheets, 3½ lbs. sq. ft..	0 15¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 15½	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.......	0 34	....
Solder, strictly, lb.	0 32¼	....
Solder, commercial, lb.	0 31¾	....
Solder, wiping, lb.	0 31½	0 32
Solder, wire, lb.	0 35	....
Zinc sheets, per lb.	0 25	....

Spring Cordage Trade For Boats Expected

CORDAGE.—Dealers are anticipating a good demand for cordage of all kinds with the opening of navigation on the

lakes. Navigation is expected to open earlier than last year, and activity is anticipated along the lake fronts in preparing for it. Already some orders have been placed, and deliveries will be made in the near future. Small twines have been in good sale during the week, as dealers are stocking up with spring goods and getting ready for the summer trade. Binder twine prices have not yet been announced, but are expected some time during the present month. It is expected they will reach new high levels.

U.S. at War Would Affect Enamelware

STOVES, ENAMELWARE.—Manufacturers state there has been a heavy demand for coal and gas ranges during the week. There has also been a good demand for oil heaters, as people are getting prepared to let their furnaces out. Trade for enamelware has also been good, but prices have held steady during the week. There is difficulty experienced in getting supplies of raw materials, and manufacturers assert with United States in the war there would be a still greater scarcity, which would in all probability make for higher prices.

Ingot Metals Continue Firm

The general tendency of the market continues strong, due for the most part to the expectation that the United States will ultimately be drawn into the war. Copper continues strong, with prices still nominal. Tin, although higher in London, is unchanged here. Prices of tin are also nominal, the market being affected by submarine operations. Spelter and lead are firmer at unchanged quotations, while antimony is quiet and easier.

COPPER.—Copper stocks are still very light, and there is a good demand. Supplies are scarce, and the price is nominal at 38-39c per lb.

TIN.—Owing to submarine activity and the increased insurance rates, tin continues high in price. Stocks are light locally, and quotations range from 53c to 55c lb.

SPELTER. — Supplies are scarce locally, and quotations range from 13½c quoted large buyers to 16c lb. in small lots.

LEAD.—The lead market continues firm. Prices quoted by independents at New York still range from 1½c to 2c lb. over the "Trust" price. Prices locally range from 12½c to 13c lb.

ANTIMONY.—The market is quiet but firm, with supplies scarce. The price is 35c lb.

ALUMINUM. — Aluminum is unchanged at 68c lb.

PIG IRON.—With the freight situation improving, shipments of coke and pig iron are moving more freely. If the improvement continues with no set-back, the furnaces and foundries in this district will resume more active operations. The pig iron market is still very firm and prices steadily advancing. Very little foundry iron has been obtainable from Buffalo furnaces, but what can be secured is around $37 at furnace.

LONDON MARKETS

LONDON, Ont., March 8.—Prices of hardware continue to soar. Business is good and the outlook for spring is exceptionally bright. Collections are very satisfactory.

Lock Knobs, Etc., Go Higher

New and higher quotations have been issued on Peterboro builders' hardware. Goods composed wholly of iron or steel are quoted at 25-5%. Goods composed wholly or in part of brass or bronze are quoted at 20-5%.

Porcelain and jet rim and mortise locks have advanced 30c., to $1.80 per dozen.

Cheap rim locks are up 25c. dozen to $2 per dozen for No. 600.

Cheap mortise lock sets, A.C. or dull brass, are up 30c. dozen to $6.30 dozen.

Yale Latches Up

A further advance of 10% has gone into effect on Yale night latches.

Corn Planters Higher.

King of the Field corn planters have advanced to $9 dozen.

Irwin Bits Up.

Irwin auger bits have advanced to a new discount of 33 1-3%.

Pipe Fittings Higher.

Pipe fittings have again advanced, and new quotations are now in effect as follows:—

Class B & C, net list; nipples, 60% off list; iron plugs, 40% off list; iron stop cocks, 40% off list; bushings, 40-5% off list; unions, 47½% off list.

Jenkins Valves Up to Net List.

Genuine Jenkins globe valves, angle valves, check valves, gate valves, are now quoted at net list.

Plated Ware Higher.

Community silver plated ware has advanced 10%.

Roofing Nails Up.

American roofing nails have advanced again and are now quoted at $7.95 per 100 lbs. in kegs, and $8.20 per 100 lbs. in 25-lb boxes.

Powder, Hangers, Track Are Higher

Blasting powder No. 1 has advanced to $2.75 per keg f.o.b. factory.

Snapshot powders, 25-lb. kegs, F.G., F.F.G., F.F.F.G., have advanced to $11 f.o.b. factory.

Richard Wilcox hangers and track have advanced to following prices:—

Hangers, per doz.: No. 021, $9.50; No. 21, $14; No. 321, $15.60; No. 543, $13; No. 544, $12; No. 545, $9.75; No. 843, $7.80. Trolley track, No. 31, 14½c. ft. Brackets for same, $1.50 doz.

Track for No. 543 and No. 544 is now 10c. foot.

Tire Savers Up 25c.

Tire savers have advanced 25c. per set. The new price is $3.75 set.

Shock absorbers are advanced to $3.25 per sent for full sets, and $2.35 per set for half sets.

Grindstones Higher.

Mounted grindstones No. 300 are quoted at $4.96 each, and No. 400 at $5.52 each.

Wagon Jacks Up.

Richard Wilcox wagon jacks have advanced to the following prices:

Per doz.: No. 528 x 1, $11.60; No. 528 x 2, $15; No. 228 x 3, $23.20.

Turpentine Down.

A decline of 3c. per gallon has taken place on turpentine, and new prices in effect are as follows:

Imp. gal.; 1 barrel lots, 78c.; 2-4 barrel lots, 77c; 5 gal. lots, 85c.

Linseed Oil Unchanged.

Quotations on linseed oil remain unchanged as follows:

	Raw. Per gal.	Boiled. Per. gal.
1 to 2 barrels	$1.40	$1.43
3 to 5 barrels	1.39	1.42
6 to 9 barrels	1.37	1.40

White Lead in Oil Unchanged.

There is a very light sale of white lead in oil at present. Prices during the week were unchanged at $15 per hundred in ton lots and $15.30 in less than ton lots.

Putty Prices Firm.

Although there has been no change in putty the price is firm at the recent advance. Standard in 100-lb. drums is quoted at $3.85 per 100 lbs., and in 25-lb drums at $3.95. Pure putty is quoted 80c. per hundred higher.

Wire Nails, etc., Very Firm.

Wire nails remain firm at $5 base, but an advance of 25c. will probably take place in the near future.

O. & A. wire, hay baling wire and bale ties have again advanced 25c. per 100 lbs.

Iron Pipe Higher.

Higher prices have gone into effect on iron pipes. New prices are shown in current quotations and in panel elsewhere in this issue.

(Continued on page 38.)

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

ONE of the main features in the management of a tinshop is to be able to use the patterns for more than one article when there is a similarity. Take a 90-degree elbow pattern of, say, 6 inches diameter, or any diameter, for that matter. Suppose a pattern for a roof flange is required for a pipe 6 inches diameter or any diameter, and the slope of a roof is 90 degrees, all that is required would be to cut out a piece the shape of the pattern, make it up into a pipe, and stand the mitre end on the flat sheet of metal from which the flange is to be made. Mark round the pipe at the mitre, and the pattern for the hole in the flange is procured. The same with the flange piece to fit on the ridging. If the pitch of the roof is, say, 90 degrees, the same method can be followed, and by simply bending the flange at the middle, the piece is ready to fit to the roof.

This does not apply to 90-degree sloped roofs only, but to any slope. The various elbow patterns can be used in this same way, and much time can be saved. While it is not the technical method, "the kink will do the trick," and is a time-saver.

Fig. 1 shows the perspective view of a pipe extending through a roof with plan, elevation, and pattern. The proper way to develop the pattern is by first drawing the plan and elevation. The sloped line in elevation represents a 90-degree pitched roof. A B C D is the pipe extending through roof.

Divide the half plan into equal parts, with X5 as centre. Now draw a number of vertical lines from 1, 2, 3, 4, etc., to line E F, which represents not only the slant of the roof, but also one side of the pattern for flange. From the various points on line F E draw dotted lines parallel to lines F G and E H, and divide the flange by drawing line J K through the centre, and number this line with the corresponding figures on plan.

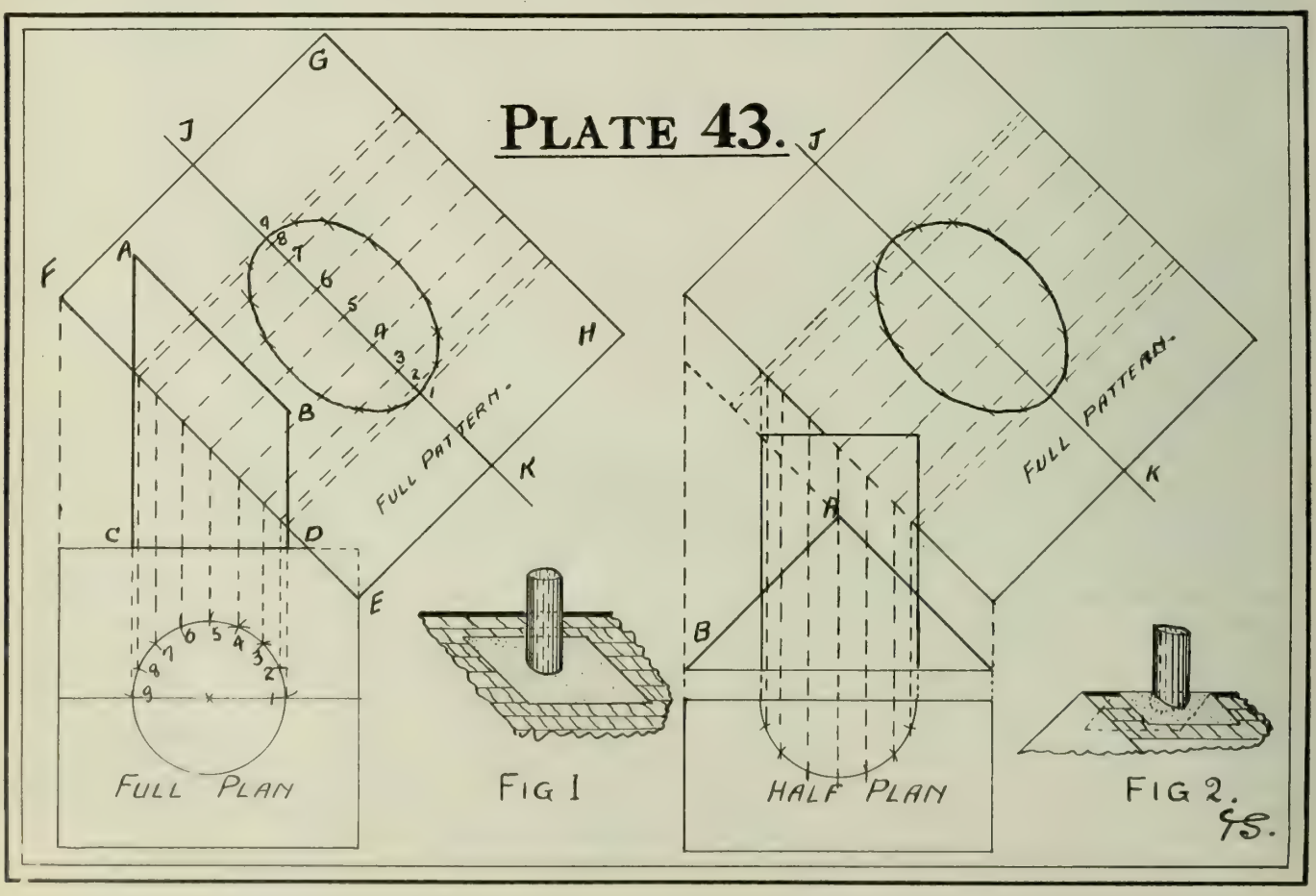
Next place the point of the compass on line drawn through the plan and open to 2, transferring this measurement to the line K J, cutting dotted line 2, and transfer all the measurements from plan in the same manner until all the dotted lines have been intersected.

By connecting these points as shown by solid line, the pattern of the hole for flange is procured.

The same method is adopted whatever the slope of the roof may be.

Fig. 2 shows the perspective view of

(Continued on page 37).



Association Matters Discussed

Members of Ontario Body Follow up Article in Last Issue by Stating Their Views— One Member Wants Buying on Co-operative Basis — Former Member Expresses Willingness to Come Back if Association is on New Basis.

IN last week's issue HARDWARE AND METAL *introduced a discussion of the affairs of the Ontario Retail Hardware and Stove Dealers' Association, pointing out that the association was not growing as it should and suggesting some ideas for correcting this condition. An appeal was made for an open discussion, space being promised in* HARDWARE AND METAL *to letters embodying the views of members. Three such letters have been received and they are published herewith.*

It was hoped that a wider degree of interest would be shown, as it is conceded on all hands that a frank discussion of Association plans and aims would go a long way toward putting things on a broader and more aggressive basis. It was hoped that the officers would put their views into writing for publication, as they are directly responsible for the welfare of the Association during the coming year, and are very directly concerned in the points introduced by HARDWARE AND METAL. *If they concur in what was said and would go on record to that effect, it would be a great impetus toward getting the necessary reforms started. If they do not concur, all the more reason for speaking out. Frankly,* HARDWARE AND METAL *believes that each officer and member of the executive owes it to the Association to take a part in this discussion.*

In any case a start has been made. Herewith are the letters received to date:

LIKE BUSINESS MEN.

Editor, HARDWARE AND METAL.

Dear Sir,—I was pretty near getting up at the Hamilton Convention and saying something about association affairs along the line of the article in last week's HARDWARE AND METAL. Now that you, Mr. Editor, have thrown your paper open to a discussion I want to say that the time has come when the Association must get busy in real earnest. I've been at three or four conventions and have got some good at each alright, but there hasn't been a single occasion when I haven't gone home feeling that the conventions fell short of what they should be. We should have a larger membership. That's the first thing. Then we should run our meetings like business men, not like a bunch of good fellows out for a good time.

That's my idea—let's run things like business men from now on.

Yours truly,
OLD MEMBER.

MR. PHILLIPS SPEAKS OUT.

Editor HARDWARE AND METAL.

Dear Sir,—After reading your article entitled "What is Wrong with the Association," in this week's edition of HARDWARE AND METAL, I must congratulate you and can honestly say that you have hit the nail on the head, but not quite hard enough.

As a member of the O. R. H. & S. D. A. I am going to give you my idea, how we could make the manufacturers buckle down to the dealers. I believe there are about twelve hundred dealers or hardware merchants in the Province of Ontario. Now, if you could get a membership of about half or six hundred, we could form a co-operative association in regard to the purchasing of our merchandise. For instance, our representative could go to a manufacturer and offer to purchase, say, about five thousand wash boilers and have him ship them to the different dealers according to the number they may require, the same could be done with all our different lines. Now, to form this co-operative association, my idea would be, let each member pay an initiation fee of one hundred dollars, which would be placed to his credit, also a charge of five per cent. on all goods he may purchase.

It would be a safe bet that we would have the manufacturers buckling down to us within six months. We could get a good live member in Toronto to act as purchasing agent gratis.

But, believe me, I don't think the O. R. H. & S. D. A. has **gumption** enough in them to follow up a plan like I have outlined, as you know as well as I do what appreciation they showed to me in regard to the recent paint case.

Hoping you will publish this letter, and try and get some of the other members' ideas on this subject, I remain,

Yours truly,
M. PHILLIPS.

A FORMER MEMBER SPEAKS.

Editor, HARDWARE AND METAL.

Just a line to say that I read your article last week and I want to congratulate you. As you say, this should have been done long ago.

I belonged some years ago but dropped out of the Association because, frankly, I did not think it was going to get anywhere. If it can be got running along the lines you suggest I'll come back, and be a strong booster.

To my mind an association of this kind must be run more to a view of holding business meetings than to the social features. The members have got to realize that they are there to benefit and improve themselves as hardwaremen and to strengthen the position of the trade, not to have a good time. A certain amount of good times is necessary but nothing should interfere with the business meetings nor with the routine laid down. My idea would be fewer smokers and banquets and more real, solid business.

Here's hoping that every hardware man will be on hand next year, with the Association on a solid, business basis.

I am,
FORMER MEMBER.

PRACTICAL SHEET METAL WORK

(Continued from page 36.)

a roof flange for pipe that is projecting through roof at the ridge. It will be noted that the patterns are identical. The same course is followed in spite of the fact that the elevation is somewhat different. The plan is the same, but the elevation differs, in that the centre of the flange at A B is turned down 90 degrees instead of being extended upward in the same direction.

If the dotted lines are noted, it will be seen that an outline can be observed. If the reader will look over the various plates already published and carefully note how similar some of the patterns appear, he will be able to adapt many of them for purposes other than what the patterns were originally made for.

(Continued in next issue.)

The Thompson Powder Co. has been incorporated at Toronto with a capital of $500,000 to manufacture all kinds of explosives at Deseronto, Ont.

WEEKLY HARDWARE MARKET REPORTS

(Continued from page 35.)

SNOW SHOVELS.—New prices that have been announced on snow shovels provide for an increase of 10 per cent. in this class of goods. The long-handled socket shovel No. 20 is now quoted at $6 per dozen, the heavy long-handled socket No. 30 is quoted at $6.75. No. 40 is quoted at $8.25; Olds long-handled socket furnace scoops, Nos. 50 and 60, are quoted at $6.75.

WINNIPEG MARKETS

WINNIPEG, March 8.—Conditions in the various markets have remained comparatively steady during the week. There are a number of revised prices to go into effect. Tin plates and Terne plates are again to the fore, along with Eavetrough, Conductor Pipes and Putty.

It will be seen, however, that there has been one reduction made and that is in the price of Terne plates, the new price is $16 per box. Tin plates have advanced from one to almost three dollars per box, the following quotations being now in effect:

Per box: 20-28 I. C., $20; 20-28 I. X., $21.50; 20-33 I. C., $24.25; 20-33 I. X., $25.50.

Prices which have been maintained on Eavetrough and Conductor Pipes for the past two months have been decidedly low when comparisons are made with other galvanized products. The advances which are now going into effect represent an increase of approximately thirty per cent. and from this it can easily be seen at what a low level previous quotations have been. The new prices just issued are as follows:

Eavetrough, O. G., per 100 feet: 8 in., $4.70; 10 in., $5.20; 12 in., $6.10; 15 in., $8.40.

Conductor Pipe Elbows: Doz.: 2 in., $1.30; 3 in., $1.50; 4 in., $2.40; 5 in., $6.

Conductor Pipe, per 100 feet: 2 in., $5.45; 3 in. $6.60; 4 in., $8.70; 5 in., $11.85.

Rainwater Cutoffs, each: 3 in., 42c.; 4 in., 52c.

Higher Prices on Lead Pipe, Solder

There is rather a sharp advance to record in the prices applying to solder, lead pipe, and lead waste. The new prices which are now being quoted for these lines are as follows:

Solder, case lots, 36c. per lb.; small lots, 37c. per lb.; lead pipe, $16.40 per 100 lbs.; lead waste, $17.40 per 100 lbs.

The new prices put into effect on putty represent an advance of twenty-five cents per hundred weight. The linseed oil situation and the scarcity of whiting are given as reasons for these new quotations. It is well to note, however, that this advance comes rather late as eastern prices advanced some time ago and all indications point to further increases within the very near future. No change has been made in the price on the small sized packages which are being quoted at 7½c. each. The following are the new figures:

Bulk, casks, $3.50; 100 lb. drums, $4.25; 50 lb. drums, $4.40; 25 lb. drums, $4.55; 10 lb. drums, $4.75; 5 lb. drums, $4.85.

Bladder putty is $4.75 in bbls. and $5 in boxes.

Bright Tinners' Wire Also Higher

Various lines of hardware have again come in for revision of price and new quotations are now being made on padlocks, barrel bolts, door knobs, etc. The common rim and mortise door knobs have now advanced to $1.90 per dozen.

Last week we mentioned an advance of twenty-five cents per hundred pounds in the prices applying to annealed wire and bale ties. We might have stated further that this advance affected also quotations on bright tinner's ware. The revised quotations on tinner's ware are as follows:

Per 100 lbs.: 0-9, $6.15; 10, $6.21; 11, $6.27; 12, 6.35; 13, $6.45; 14, $6.55; 15, $6.70; 16, $6.85.

Wire Products All Firm in Price

Conditions in the various wire markets are decidedly firm at the new prices now in effect and it is interesting to watch for the next move. It has been confidently stated in many places that wire nails will advance to $5.50 or $6 by the first of May. All indications certainly point to further increases being made, but the situation in Canada in regard to nails is now getting to be one of delivery. There are any number of manufacturers who find it impossible to make delivery of a single keg and this may mean that jobbers will be obliged to go to the States for their supplies. If this condition develops there is no question of doubt but that wire nails will soar very quickly. The present prices are as follows:

F.O.B. Winnipeg, $5.10; f.o.b. head of Lakes, $4.70 per 100 lbs. base.

Black and Galvanized Sheets Firm.

Black sheets and galvanized sheets remain firm at the prices recently quoted. The demand is very steady and with the prospect for spring business extremely good it is quite possible that this demand may influence prices to a higher level. The present quotations are as shown in current market quotations.

Oil and Turps Remain Firm

No further change in the situation regarding linseed oil is recorded and quotations remain firm on the basis existing for the past few weeks. These quotations are as noted herewith:

Ped gallon, bbl. lots: Raw, $1.35; boiled, $1.38.

Turpentine prices have been maintained during the week, the demand being fair and stocks in very good condition. Quotations are as follows:

Per gal.: 85c., bbl. lots; 88c., ½ bbl. lots; 90c., five gal. and one gal. lots

Miscellaneous Lines Higher.

Other lines which have taken revised prices representing advances in each case are as follows:

Boyproof watches, $1.05 each; Pocket Ben, $1.05.

Per doz.: 1847 teaspoons, $3.40; dessert spoons, $6; table spoons, $6.80; dessert forks, $6; medium forks, $6.80.

Business Satisfactory.

Jobbers advise that contracts have been made for skates for the coming season and orders are now being booked at firm prices. The new prices which are now in effect are higher than those prevailing last year by about five to ten per cent. There is no doubt but that the present is a good time for retailers to place their orders as their sales for the past year are still fresh in their minds, quotations now being made are certainly as low as can be expected in the next few months. As a matter of fact should present contracts be entirely filled and new ones made necessary there is no question of doubt but that higher prices will be put into effect.

Business for the opening week of the month has been very satisfactory and some of the jobbers are finding it necessary for their staffs to put in night work to cope with the amount of business on hand. This is a very satisfactory condition of affairs and everything points to a record year for 1917.

INCORPORATIONS

International Shipbuilding Corporation has been incorporated at Ottawa with a capital of $2,000,000 to construct and operate ships of all kinds, with head office at Montreal.

Standard High Speed Steel Hardening Co. has been incorporated at Ottawa with a capital of $150,000 to carry on business as metal manufacturers, founders, machinists, etc., at Montreal. The incorporators are: Anthime Fortin, Frank Willdon and Francis Guerin, all of Montreal.

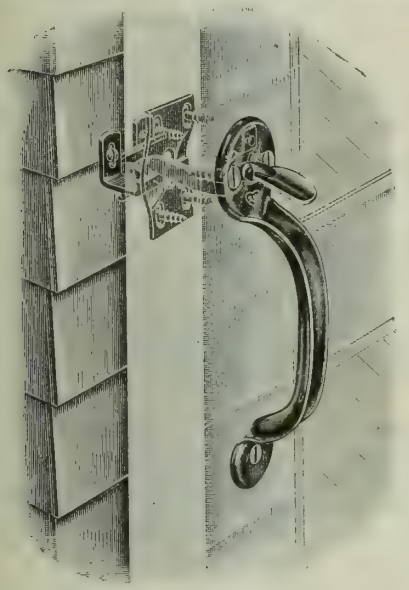
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

WROUGHT STEEL BACK CATCH

Garage owners and builders will be interested and pleased to hear that The Stanley Works of New Britain, Connecticut, have added to their line of garage hardware, a wrought steel back catch for 1¾ inch garage and barn doors.

This company states that the back catch holds the door firmly when swung open against the side of the building. Opening the door forces the stout hook over the catch plate, in which position



Wrought Steel Back Catch.

it is securely held down by the double leaf steel spring.

To unlock the hook, press lightly on the thumb piece. The handle is used as a pull to close the door.

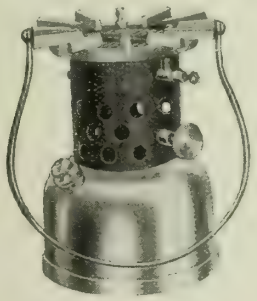
The escutcheon plate is struck up to act as a bumper against the catch plate, thus taking off of the hook the shock of the sudden stopping of the door's motion.

By means of the slotted screw holes the catch plate may be adjusted to meet the bumper squarely.

These are packed one set in a box with screws, and can be furnished in Stanley japan and sherardized finishes.

NULITE CAMP STOVE

National Stamping and Electric Works, 410 S. Clinton St., Chicago, Ill., is marketing the "Nulite" Handy Camp Stove here illustrated. The stove is 8 inches high, and 6 inches in diameter, weighs 3¼ lbs. and operates 6 hours on one filling (1 quart) of gaso-



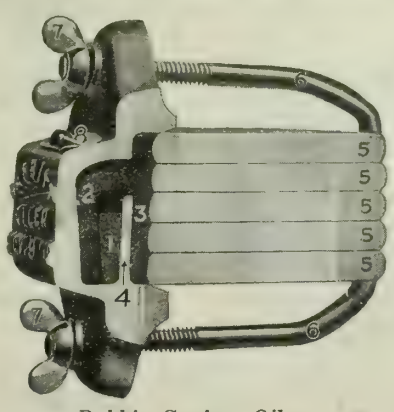
Nulite Camp Stove.

line. The makers claim that the stove produces as much heat as a five-inch gas burner, and there is no smell, no smoke and no dirt. It generates quickly and costs but little to operate. Is safe and reliable and can be carried from place to place even when in operation by means of wire bale or handle with which it is equipped.

The heat can be regulated by means of a regulating valve so that a high or low heat can be obtained and maintained at will. The makers also state that its extremely small size and weight, its economy in operation and its quick lighting qualities make it a very convenient and desirable article for the use of campers, hunters, travellers, motorists, surveying parties, etc.

BABBIT SPRING OILER

Babbit Spring Oiler Co. 1907, East 13th St. Cleveland, Ohio, offers to the trade the Babbit Spring Oiler. The makers claim that the oiler will first clean the rust from the springs by



Babbit Spring Oiler

flushing them with a constant flow of kerosene oil. Do this for a week the makers state and then the oiler will constantly and effectively lubricate, with a light grade of engine oil, the whole surface of all the spring leaves, permitting them to glide smoothly back and forth upon each other as they are designed to do.

The oiler is equipped with a reservoir from which the oil is withdrawn as required by capillary—vacuum process.

It is neat, sturdy and compact. Fits snugly against the spring, hardly noticeable and in no way affecting the appearance of the car.

The oiler is attached only on the outside of the springs—easily put on—is within instant reach, without undue effort. No squirming around under the car is required. The hands need not be soiled when refilling. And there is nothing fussy to get out of order or rattle.

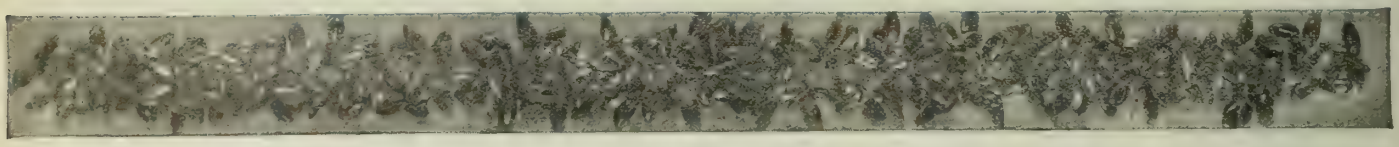
CONTEST FOR RETAILERS

Landers, Frary & Clark, New Britain, Conn., have announced a kitchen efficiency contest. A contest for retailers will be conducted from April 9 to 14 inclusive. The jobbers contest now on, runs from Feb. 1 to March 15. The contest is being held for the purpose of promoting household efficiency and economy and a wider use of universal bread makers, food chopper and percolators. By the terms of the contest, Landers, Frary & Clark will supply to every dealer ordering a specified amount of goods three prizes to be awarded by the retailer to his customers as follows:—A six cup coffee urn for the best loaf of bread baked at home; a pair of breakfast carvers, for the best original recipe made with the aid of a food chopper; a handsome tea ball tea pot to be awarded for the best reason for using a percolator.

Stated in 50 words or less. Prizes are to be displayed in the dealers windows on or before April 7, and are to remain until the conclusion of the contest. The company has prepared practical and attractive advertising matter for the retailer to use in connection with the contest. This matter will be distributed free to the retailer. A special book explaining the details of the contest, has been prepared and will be supplied free upon request.

Behind the Scenes

PEN PICTURES OF LIVINGSTON SERVICE



ONE

Growth

Upon geographical location depends the quality of flaxseed—some sections produce under-matured seed while others, where the climatic and soil conditions are favorable, grow a well-filled, fine-quality product.

We know flax-growing Canada and have facilities, resulting from our old established connection, to secure the best seed produced. **This is the first part of Livingston service.**

TWO

Harvesting

There's a right and wrong time to harvest flax to ensure the seed being in a proper condition. In buying, our buyers are careful to select only properly matured, well-filled seed—nothing less is good enough for Livingston Brand Linseed Oil. Poor seed means poor quality—oil that sacrifices the manufacturer's profit and jeopardizes his service to the consumer.

THREE

Marketing

From the harvest field to the elevator is a long road and a precarious one for flax seed. Unless expert supervision and consistent care are exercised the quality of the seed can very easily be lowered to a point which bars it from Livingston Brand Oil. Livingston service protects Canada's Standard Quality Oil.

FOUR

Seasoning

The seasoning process of the flax seed commences the moment it enters Livingston Elevators. The seed is stored in all-wooden bins to allow the moisture to dry out—the drying process is not hampered or unduly promoted by the use of concrete or steel bins which are very susceptible to climatic changes. This is the fourth step in Livingston service.

FIVE

Crushing

The crushing commences only when the seed is in proper condition. The most modern process is used—the very latest type of machinery operated by experts is employed.

The results obtained in our well equipped plants keep down the overhead cost of production and ensure the holding of the Livingston Standard.

SIX

Ageing Raw Oil

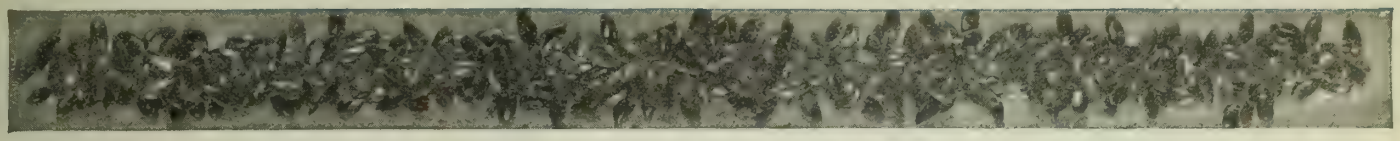
The ageing process is most important in the production of a high-quality linseed oil. This is only made possible where there are adequate facilities.

Livingston raw oil is stored in large steel vats in a uniform temperature for the required length of time, thus ensuring proper ageing.

THE DOMINION LINSEED OIL CO., LTD., BADEN, TORONTO, MONTREAL

Behind the Scenes

PEN PICTURES OF LIVINGSTON SERVICE



SEVEN

Fire Boiling

removes all moisture and precipitates matter which lowers the quality of oil boiled by the steam process. Fire boiling has been used in the manufacture of Livingston Linseed Oil for over half a century and will be adhered to as the only 100% efficient method of boiling oil.

This is one reason why manufacturers of high grade paints use Livingston Brand.

EIGHT

Ageing Boiled Oil

After fire boiling to the proper consistency, Livingston brand linseed oil is allowed to age in large steel vats for long periods. These vats are kept in brick buildings, heated to a uniform temperature. This process though necessitating the tying up of large sums of money ensures a quality in Livingston Brand Linseed Oil, not found in any other.

NINE

Barreling

Every barrel, old or new, is thoroughly steam washed inside and out—cleansed to a degree which appears to the average layman as entirely unnecessary. There's a purpose and a good one. The barrel then is thoroughly dried and seasoned before being filled. Livingston oil is pure when delivered to the consumer.

TEN

Service

—and it's service that counts these days. We stand by our old customers, supplying them with the standard quality product even in the face of very trying conditions.

No new accounts are opened until our old patrons are supplied. No lowering of the Livingston quality is permitted to speed up production. Wherever possible we make delivery when we promise. The result is satisfied patrons.

ELEVEN

Price and Guarantee

Though no expense is spared in the production of Livingston Brand Linseed Oil to keep it up to its high standard of quality, our price is always normal—always consistent with its recognized quality. Every gallon of Livingston oil is guaranteed absolutely to be of a quality second to none and to give absolute satisfaction.

TWELVE

In Blue Barrels

The quality goes into the oil first—then the name goes on the barrel. The blue-painted barrel is a symbol of absolute purity and the finest quality that half a century of oil-making experience can produce.

Manufacturers — specify Livingston Brand.

Jobbers—supply Livingston Brand.

Dealers—insist on Livingston Brand.

THE DOMINION LINSEED OIL CO., LTD., BADEN, TORONTO, MONTREAL

WEEKLY PAINT DEPARTMENT

Practice Thrift With Color Cards

Costs of Production Have Reached High Level — Some Retailers and Clerks Waste Cards and Lose Money —How Cards Are Made.

SPRING shipments of paint are now being received by retailers. Along with the paint, comes the usual liberal supply of color cards and other advertising material, supplied free of charge by the manufacturers.

Most retailers realize that the color cards are valuable articles, and that their proper use should mean increased business for the paint retailer. The cards are prepared at heavy expense by paint manufacturers and contain practical and valuable information for the retail salesman as well as the customer.

The cards prepared for this year's paint selling campaign are probably the most costly on record. Prices of all materials entering into the manufacture of the color cards are at record high levels. Everything from paper, ink and colors up to labor, costs a great deal more than in any previous year in the history of the trade. There are therefore many reasons why the retailer should practice thrift in using color cards. This does not mean that he should distribute fewer cards than in previous years, or endeavor to hold them back from prospective customers. It means that he should be more careful this season, than ever before to distribute the cards where they will be productive of most good in the way of actual sales.

Some Retailers Careless

Although of late years retailers as a whole have been less wasteful, there are still some retailers and clerks who do not use color cards to the best advantage.

The chief reason why some retailers and clerks do not appreciate the value of color cards, is that the cards are supplied free by the manufacturer. If a charge were made for the cards, every retailer would then make better use of them.

Information in Folders

Perhaps the color cards and other advertising matter have been going to the retailer for such a long time that he has grown unappreciative of their merits.

The color card is prepared under the guidance of expert paint manufacturers. It contains knowledge that it has taken the manufacturer years to acquire. The card or folder contains good talking points for the retailer and will help him to have a better understanding of the subject of paints. There is one piece of information , however, that most folders contain, namely, directions for the proper application of the paint. To the dealer in paints this is one of the big essentials. If paints are not properly applied they will not give the best of satisfaction.

Salesmen Should Be Conversant

It is important that the dealer and his clerks should be conversant with the right method to use paints. If he can first give oral instruction to the customer with the request that the customer also read carefully the instructions contained in the color card there is better chance that the paint will be put on properly.

Three very important essentials should be borne in mind by the retailer: First, become acquainted with the contents of the color cards and see that the clerks do also, for they can be used as good talking points. Second, do not give them out indiscriminately. The only thing cheap about them is the price which the retailer pays for them. He pays nothing for them, but should realize that they are of great value if properly used. Third, he should as far as possible give them only to prospective customers. People who are not interested in painting will not expend very much trouble in looking over the card. Other advertising matter should also be distributed with the idea in view of securing business from it.

How Cards Are Made

The manufacture of color cards is no inconsiderable undertaking on the part of the paint makers. They are made in the painting room, in which several painters are kept busy throughout the year on this one class of work. The actual paint is spread on paper, showing all the varieties of paint—house paints, buggy paints, wagon paints, enamels, floor paints. Thousands of these sheets are produced each month. These painted sheets are then cut into small pieces or "chips" by large power cutters and are carefully stored away in small metal trays for future use. Tons of paint are used each year in the production of these color chips. The number of chips produced runs up over the billion mark.

The color card manufacturing department is equipped with special machinery for the placing of the small chips on the printed blanks. Not very many years ago these chips were all attached to the cards by the hand method. On account of the great number of color cards required each year by large manufacturers the hand process had to give way before a speedier one. To-day the work is done most efficiently by an ingenious machine which is under the control of one operator. It first applies the gum to the card then the card is shifted to another section of the machine where it is brought in contact with the small color chips where the gummed surface causes the chips to adhere. In the old hand-pasting days an expert operator could finish two hundred cards in a day while one of the machines will finish the same number in an hour.

But all this labor and scientific knowledge is wasted if the retailer fails to make proper use of the cards and folders.

A PROFITABLE SPECIALTY LINE

From *Hardware Trade.*

There is an unmistakable movement of the automobile accessory business away from the garage and toward the retail hardware stores of the country.

There are many reasons why this is so. Among these causes may be mentioned the better financial standing of the hardware dealers, their more advantageous display facilities, their merchandising experience, and the possession of an experienced selling force.

With the continual increase in the number of motor vehicles used, both for pleasure and business purposes, will come a steady increase in the demand for accessories of all kinds. The business is becoming more and more stabilized, and standardized with each passing day.

JAMIESON'S
Pure Prepared Paints

THIS MARK HAS DISTINGUISHED A GOOD PAINT FOR OVER FIFTY YEARS

When you decide to make Jamieson's Paints the mainstay of your paint department you make immediate profit and build a substantial foundation for the next season's business.

If you have put off the Paint question decide now to take the Jamieson's Agency — The Quality Brand that has re-sales.

Write us to-day for our worth-while proposition.

R. C. JAMIESON & CO., Limited

VANCOUVER Established 1858 MONTREAL

Owning and Operating P. D. DODS & CO., LIMITED

MEAKINS BRUSHES

MEAKINS TIME IS NOW

It is hard to conceive of paint without thinking of "**Meakins**" Brushes. Paint Sales and Meakins Brush Sales are synchronous.

The good qualities of these Brushes make them favorites—the price too, makes them popular—you, the dealer, get a profit that comes with the satisfaction of knowing your customer is well served—full value.

Couple Meakins Brushes with your paint sales. Get our Catalogue for a ready convenience.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 7.—Almost a condition of "no change" is found in the paint markets of Montreal this week, but some alteration of the market for turpentine is observed, and a further tendency to conserve supplies. Linseed oil is very seriously short in supply, and the outlook is if anything worse than it was previously, but a ray of hope is held out that improving weather may bring improved conditions. All raw materials used in the paint business have been exceedingly uncertain in supply for the past few weeks, and the manufacturers have carried on business under the difficulties with which manufacture has grown familiar since the war only rather intensified. Glass and putty are very firm, and shellac is firmer, one firm which quoted low last week having advanced prices to nearer the higher quotations of last week, making the range now for orange in barrels $3-$3.35, and for white $3.25-$3.50 per gal. Glues are tremendously firm, and brushes and sundries said to be advancing almost daily in some minor line and steadily as regards the more important lines owing to difficulties and shortages in the way of manufacture.

Linseed Oil Still Seriously Scarce

LINSEED OIL.—There is, unfortunately, no change in the situation as regards linseed oil in Montreal this week. Continued operation of embargoes, and hampering of railway traffic, keeps the supply of flaxseed from reaching the crushers, and there is even a hint that some period of actual shut-down in the crushing mills might be experienced. Crushers are taking care of orders placed before the shortage of local seed supply developed, but are out of the market for new business, and there are no live quotations on the market only nominal prices as last week. In the weather, which gradually grows milder, there is found the only ray of hope for a speedy renewal of activity on the part of the main market for linseed oil, which some paint manufacturers very urgently require to complete manufacture to meet spring business. It is felt that when there are renewed supplies on the market prices must maintain at very high levels, as demand will certainly be keen, and with the demand for oilcake reduced by the approach of spring crushers will have to take their returns more from the oil than has been the case during the winter. Raw linseed oil at $1.40; boiled at $1.42½ per gallon are the nominal quotations for single barrel lots only.

Turpentine Prices Show Wide ange

TURPENTINE.—While the latest reports from Savannah show the market for turpentine to be quiet, and untroubled by rumors of advances or any activity out of the ordinary routine of business in this line, there are still some elements of firmness in the local market for turpentine. One large firm is not in the market to supply more than one-barrel lots. This firm, however, quoted 76c a gallon for one-barrel lots to regular customers, and the price is easier than had been quoted in general last week. Another firm quoted as high as 87c per gallon for 1-lb. lots, and 85c for 5 bbls., but is not seeking business. In the matter of turpentine supply at present in Montreal, some local difficulties prevail, but they are entirely transportation difficulties, and the presence of firm quotations in the market range is due to shortages caused by the slowness of supply. It is not anticipated that turpentine will find any suddenly firming market at this time; in fact, easier tendencies are more to be expected, but much depends on transportation just now.

Turpentine.	Per Imp. gal.
1 bbl. lots	76-77-81c
2-4 bbls.	..-76-80c
5-10 bbls.	..-75-79c

White Lead in Oil Remains Very Firm

WHITE LEAD IN OIL.—There has been no change in the market quotations in Montreal for white lead in oil up to the time of writing. Great firmness prevails in the metal. Still the manufacturers are holding on to the former standards of price, and there is no actual suggestion heard on the market that white lead in oil will advance immediately, however firm the market may be. An advance would be justified undoubtedly if the prices of lead and oil go much higher, and when linseed oil comes again into the market; the metal market is also worth watching, for if both linseed oil and lead keep at very high quotations, white lead in oil may assume a higher market value. Should lead decline to easier levels, however, there need not be any further advance in white lead in oil. Quotations remain at $14.80 per 100 lbs. for 1-ton lots, $14.50 per 100 lbs. for 5-ton lots, and $15.10 per 100 lbs. for less than 1-ton lots.

Mixed Paints Still Show Firm Tone

MIXED PAINTS.—There has been a serious hampering of the manufacture of mixed paints in Montreal of late, due to the transportation difficulties, which have retarded the incoming of raw materials. Zinc in particular has been scarce. Lead has been hard to get in quantities. The state of linseed oil is well known, and even turpentine has been in a stage to require some degree of conservation. Manufacturers have had to wait for materials, and the output of spring orders, while steadily carried on in spite of difficulties, has been slower than had been anticipated. In the meantime the question of increased paint prices has been thought over in many quarters, and the question may come to a head later on, though probably not before the spring orders and sorting orders for the season have been disposed of. It would not be surprising to find mixed paints in firmer market in the course of some weeks from now, unless market tendencies alter. So much that affects their market has altered in price upwards of late, even the packing materials. A leading manufacturer said this week that if no raw material for paint had advanced at all, the mere advance in cost of cans would have brought about higher prices—and cans are but one item of the bill.

Glass Very Firm Putty Unchanged

GLASS AND PUTTY.—The market for glass continues to show the greatest firmness, and where easier prices are obtainable this is simply due to the large buying of certain dealers in earlier days. It is estimated as a matter of fact that glass was selling in Montreal

Paint Well Advertised Is Half Sold

Our belief in this assertion is evidenced by the continued advertising we do on behalf of B-H agents.

There is no doubt about the efficiency of our Magazine, Newspaper and Farm Journal announcements, our posters and direct advertising, all of which placed before your customers the merits of

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

A guarantee label signed by the President of Brandram-Henderson Limited appears on every can of B-H. "English" Paint.

B-H. agents with adequate stocks have no trouble in filling the constant demand for this widely and favorably-known paint. And it is profitable business for them, too.

You will be interested in our agency proposition if we are not already represented in your town. Write us for particulars.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

recently in case lots at the same price as it would cost to buy from the United States in carload lots. The market for glass is still showing further firming tendencies, and might go higher. Putty prices are unchanged from quotations as given last week—that is, for bulk putty in casks, $3.10 per 100 lbs.; other quantities and packages at the usual proportionate prices.

TORONTO

TORONTO, March 8.—There is a firmer tendency in linseed oil in some quarters during the week. Flaxseed has not been arriving in any better quantities since the arrival of a few cars last week. Turpentine has declined 3c per gallon. White lead held steady in firm market. Mixed paints have been going into trade channels in fairly good volume so far as orders go. The trade is running more to mixed paints owing to the higher cost of the raw materials. Some wholesalers state they are not encouraging their customers to book ahead to any great extent with present high prices prevailing. They adopt the attitude that a hand to mouth basis is the safest. Other wholesalers again can see no prospects of lower prices in the near future and are advising their customers that orders be booked.

Linseed Oil Inclines To Higher Quotations

LINSEED OIL.—There has been a movement toward higher levels in certain quarters on linseed oil, in single barrel lots being quoted as high as $1.45 for raw and $1.47½ for boiled. From reports at hand there has been no improvement in getting seed forward from the Canadian West. A few cars arrived last week but since that time supplies have not been coming to Ontario points. During the week flaxseed advanced 10c per bushel on the Winnipeg market for the cash article. On Thursday of last week the closing price at the Western centre was $2.53¼ per bushel while the close on Wednesday of this week was $2.63¼. There was a steady upward movement in the price of flaxseed and even in the face of slight weakness in the wheat market on Wednesday there was a strong market for flax. Inspections of cars of seed at Winnipeg have surpassed the previous week by a narrow margin, the number being 82 cars as compared with 80 cars during the preceding week. Some authorities are inclined to believe that much of this seed is moving south into the United States as the elevators are well filled on the Lakes and there is very little of the seed coming East. The oil cake situation has not improved and with the approach of spring and the restriction of exports it promises little assistance in the matter of making easier prices for oil. This situation with respect to oil cake is expected to make for firmness in oil. Following are the quotations:

	Raw. Per. gal.	Boiled. Per gal.
1 to 2 barrels	$1.39-$1.45	$1.42-$1.47½

Owing to the scarcity of linseed oil there are few quotations made on the basis of large lots. Sales are made for the most part on a small lot basis. Where larger quantities are obtainable there would be a reduction in price from above figures.

Turpentine Declined 3c Gallon During Week

TURPENTINE.—A decline of 3c per gallon was registered in the price of turpentine during the week, the higher quotations being reduced to 78c per gallon. The lower quotations however remained at the figure quoted last week of 77c. The range therefore is within narrow limits. In the primary market the week in turpentine was one of dullness, the price remaining stationary with no sales whatever recorded. Reports from Savannah are to the effect that the Liff and the Arachne have reached London safely with a combined cargo of 21,000 casks of turpentine. There are now some 51,000 casks of turpentine in London and with the usual consumption at the rate of 1,500 casks per week would give adequate supplies of this commodity until next November. The London market is therefore independent of the American market for some time to come. In the South there is a bearish side to the market that points to the large reserve carried into the new year and the restriction of export through submarine activities. Domestic demand in the United States is also somewhat clouded through the possibility of that country getting into the war. The bullish side of the market is reflected in the opinion that the reserves are no larger than a year ago, that the export movement is only temporarily restricted and that there will be building operations in the country as a result of the prosperous times.

	Per Imp. Gallon
1 barrel lots	$077-$078
2 to 4 barrels	0.76- 0.77
5-gallon lats	0.82- 0.85

White Lead Steady; Demand is Limited

WHITE LEAD IN OIL.—There was an inclination toward higher levels in the primary pig lead market during the week with prices ranging around $10 per hundred pounds for spot metal. This is reflected in white lead in oil but there is little inclination to look for higher prices at present owing to the restricted demand on account of the high price prevailing. Prices remain unchanged at $15 per hundred pounds in ton lots and $15.30 in small lots.

Dealers Feeling Way Toward Glass Advance

GLASS AND PUTTY.—In one instance a dealer in glass stated their quotations have been in a mobile state during the week with an inclination to ask higher prices wherever it was possible. Sales were reported in one instance at net list and in others at 10 per cent. off list, while others were made at the prevailing discount of 15 per cent. One concern reported the demand for window glass improving slightly. Factories in the United States are stated to be behind with their orders, with raw materials in poor supply and the coke situation a disturbing one. Putty prices were maintained during the week, being quoted at $3.40 per hundred pounds in bulk casks and in 100-lb. drums at $3.85.

White Lump Chalk Goes Up 20c Hundred

CHALK.—An advance of 20c per hundred pounds was recorded in the price of white lump chalk during the week, the selling price now being $2 and $2.25 per hundred pounds in barrels. This commodity is used by builders. There is a scarcity of the article in common with whiting. Prices of the latter have held steady.

Mixed Paints Continue To Go Into Trade Well

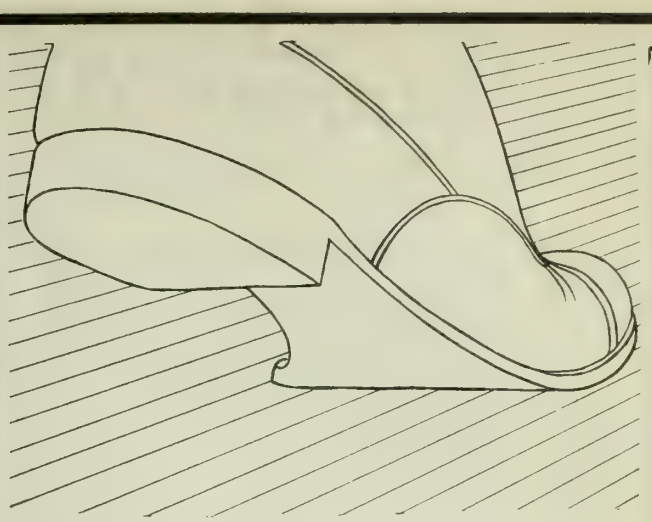
MIXED PAINTS.—Manufacturers of mixed paints report the trade during the week has been satisfactory. Merchants in many instances are not hesitating to take in good stocks. The firmness in the linseed oil and white lead in oil continues, and this is taken as an indication that easier prices cannot be looked for. In fact, the trend of thinking is all toward higher prices. There is a great scarcity of linseed oil and almost every material that enters into the manufacture of paint. Manufacturers state that in actual number of sales, can for can, the demand has been greater than last year. In volume of business the total is much ahead of last year. There is a good demand for the larger sizes of cans in one and five gallons, which indicates to some men in the paint trade that contractors on large painting jobs are showing more interest in this line of ready-mixed paints than ever before. The coming season is expected to be a good painting season, for the reason that people have been putting off painting for the past two or three years, and now deem it unwise from an economic standpoint to neglect it further.

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.



Heel Marks

IF floors are treated with Liquid Granite they will show no heel marks.

Liquid Granite is the ideal finish for floors and all interior work exposed to severe wear. It is one of the most saleable specialties for the dealer to carry.

Other quick sellers are

LUXEBERRY WHITE ENAMEL
Whitest white; Stays white. Makes permanent snow white finish in either gloss or dull effects.

LUXEBERRY WOOD FINISH
For general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR
For exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes handsome finish and will not turn white under the severest conditions of wear.

Write for price list and interesting dealer proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ontario

(469)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmokor 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle smokeless, $8.75 per M.

Sporting Cartridges — Centre Fire Smokeless—303 Winchester, $32.75 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½. 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 6.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.25
5/16....	5.00	14/16....	8.25
6/16....	5.00	15/16....	9.50
7/16....	5.00	16/16....	9.50
8/16....	5.00	18/16....	9.50
9/16....	6.00	20/16....	14.00
10/16....	6.00	24/11..	16 00
11/16....	7.00		

Discounts from Standard List prices:
Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 30 and 5%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz......	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.........		10 00
No. 3, doz.........		10 80
No. 4, doz.........		11 60
No. 5, doz.........		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.35-$1.45
Cut Lace Leather, lb..$1.50-$1.65

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 20%.
Carriage Bolts ($1), list, 7-16 in., 5%.
Machine Bolts, ⅜ in. dia. and smaller, 20%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 10%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.
Coach and Lag Screws, 30%.
Skein Bolts, 10%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 10%.
Elevator Bolts, 15%.
Fancy Head Bolts, 10%.
Shaft Bolts ($3 list), 10%.
Step Bolts, large head ($3) list, 10%.
Whiffletree Bolts, 10%.
Nuts, square, net list.
Nuts, hexagon, net list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.......	5 50
3 sections, 5 ft., doz........	6 80
3 sections, 6 ft., doz........	8 20

BOILERS (Range)

30-gal. Standard	10 50
30-gal. extra heavy	13 00

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in.......	7 00
No. 2—18 in.x28 in.......	7 60
No. 3 -20 in.x30 in.......	8 00

BOARDS (Ironing)

Size 12x60 ins., doz........	8 00
Size 14x60 ins..............	9 00
Folding, 14x58 ins., doz...	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)..		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814..........	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.
Chicago Spring Butts—
Chicago Spring Hinges, 10%.
Triplex Spring Hinges, 40%.
Chicago Mortise Floor (5000) 40%
Chicago Relax Floor (6000), 45, 7½%.
Chicago Premier (4000), 25%.
Chicago Ajax (3000), 25%.
Chicago Fire Station, List.
Lavatory Door Hinges, 20, 10, 7½%.
Chicago Screen Door (2000), 50%.
Chicago Screen Door (3000), 25, 5%.
Non-Hold Back Screen Door Steel, 40, 20%.
F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—⅛ in., $14.70 per 100 lbs.; 3-16 in., $10.20; ¼ in., $7.80; 5-16 in., $6.90; ⅜ in., $6; 7-16 in., $7.65; ½ in., $7.45; ⅝ in., $7.25; ¾ in., $7.15; ⅞ in., $7; 1 in., $6.85.

B.B.B. chain is priced as follows: ¼ in., $13; 5-16 in., $11.10; ⅜ in., $10.30; 7-16 in., $10.05; ½ in., $9.85; ⅝ in., $9.65; ¾ in., $9.50; ⅞ in., $9.35; 1 in., $9.20.

Fire Welded—7-16 in., $6; ½ in., $6; ⅝ in., $6; ¾ in., $6.

B.B.B. Crane Chain—¼ in., $9 per 100 lbs.; 5-16 in., $8; ⅜ in., $7.20; 7-16 in., $7.20; ½ in., $7.20; ⅝ in., $7.20; ¾ in., $7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock

CHOPPERS, FOOD .. ..

Universal (doz.)—		London
No. 0	$14 40	$13 80
1	17 40	16 80
2	20 40	19 80
3	25 80	24 60

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths..	$6.40
17, 7-strand, 50-ft. lengths..	6.60
18, 6-strand, 100-ft. lengths..	4.95
18, 6-strand, 50-ft. lengths...	5.15
19, 6-strand, 100-ft.lengths..	4.35
19,, 6-strand, 50-ft. lengths..	4.60

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	55 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	55 00	53 50
Copper sheet, tinned, 14x60, 14 oz.	60 00	54 25
Copper sheet, planished, 14x60 base.	64 00	60 00
Braziers' in sheets, 6x4 base	55 00	52 00

COMBS

Curry combs, list, plus 10%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets..	8 25	7 90
All bright, 52 sheets.	9 00	8 15

Galvanized

	Apollo	Crown	Gorbals
18x24x52 .	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$22 00
IX, 20x28 base	26 00
IXX, 20x28 base	30 00
IXXX, 20x28 base	34 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	9 00
IX, 20x28 base, 56 sheets..	10 00
IXX, 20x28 base, 56 sheets	12 00
IXXX, 20x28 base, 56 sheets	14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $16.50; 216 lbs., $17.50.

COKES, AMERICAN

Bessemer Steel—

14x20 I.C. base	9 50
20x28 I.C., double box.....	19 00

CLOCKS

Big Ben	2 40
Good Morning, each	1 05

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899. %

Great Western, Amer.....	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle....	60
Disston Brand	50
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

The Canada Paint Agency Helps to Sell Other Goods

Our National advertising is teaching paint users in Canada to know and demand Canada Paint Products for satisfaction and economy.

This brings new customers to the stores of Canada Paint agents and enables them to sell many other articles, especially those used in painting and decorating.

Let us place a "C. P. Agency Sign" on your store. It will help you not only to sell more paints and finishes, but your sales of brushes, ladders, wall coverings and practically every other article you carry will increase.

Canada Paint products are well known for reliability and lend to other lines the same conviction of tone and high quality as is contained in each can with the C. P. trademark.

Capitalize the 1917 season by asking us for complete details of the "C. P. Full Line Agency."

The Canada Paint Co., Ltd.

572 William Street, Montreal
112 Sutherland Ave., Winnipeg

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs.	2 45
Mounted No. 115, each	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross($21.60; 9-16 in., $22.50.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 25%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas No. 0	6 65
Atlas, No. 1	8 05
Atlas, No. 2	8 50
Stearns, 4 in.	6 70
Stearns 5 in.	9 25
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	7 00
Steel track, 1¼ in.	6 75-7 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 35
Perfection No. 130, N.P., ea	3 75
Perfection No. 125, Jap., ea	3 25

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 00
Over 14 in., per 100 lbs.	6 50
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.90; No. 1 and smaller, $5.15; show pattern, No. 2 and larger, $5.15; No. 1 and smaller, $5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $5.35; No. 1 and smaller, $5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4 ,$6.75; special countersunk steel, all sizes, 0-4, $7.25; toe weight steel shoes, all sizes, No. 1 to 4, $7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $2; No. 2 and larger, $1.90; "Sharp" No. 2 and larger, $2.10; "Sharp" No. 1 and smaller, $2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 40	4 00
Refined bar steel	....	4 25
Refined iron, per 100 lbs.	3 65	4 40
Angles ....base	....	4 75
Horseshoe iron, per 100 lbs.	3 65	4 25
Norway iron	10 25	7 50
Mild steel	4 30	4 25
Band steel	4 30	4 50
Sleigh shoe steel	4 30	4 50
Tire steel	4 50	4 45
Toe calk steel	5 20	4 90
Mining tool steel, per lb.	0 13½	0 15
Sheet cast steel, lb	....	0 25
Spring steel	6 00	6 00

IRON, TINNED

72x30 up to 24 gauge, case lots	16 50
772x30, 26 gauge, case lots.	17 00

Less than case, 25c per 100 lbs extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 25
Mrs. Potts, No. 50, nickel-plated, per set	1 35
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beaty Electric Irons, each	3 00
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	19c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-8 ft.	26c ft.
B.T. Iron Bound, 16 ft.	41c ft.
B.T. Iron Bound, 18 and 20 ft.	50c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.		8 50
Jumbo, doz.		10 00
Jap'd Dash, doz.		11 25
Search Dash, doz.		11 75
Searchlight, No. 20, doz.		19 50
All brass		24 75
Little Bobs	1 75	2 35
Copper, well japanned, doz.		14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast	....	0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 55
Steel Thumb, No. 3, per doz.	2 10
Steel Thumb, No. 4, per doz.	3 70
Barn Door, No. 5, per doz.	2 10
Barn Door, No. 9, per doz.	3 20

LEAD

Pig, see weekly report.	Mont'l	Tor'to Lb.
Lead wool	0 16	0 15
Sheets, 3 and 3½ lbs. sq. ft.	0 17	0 15¾
Sheets, 4-6 lbs. sq. ft.	0 16	0 15¼

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven.	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch,	$1	3 inch	10c
1⅛ inch,	$1	3¼ inch	10c
1¼ inch.	65c	3½ inch.	10c
1½ inch.	40c	4 inch.	5c
1¾ inch.	40c	4½ inch.	5c
2 inch.	30c	5 inch.	base.
2¼ inch.	30c	5½ inch.	base.
2½ inch.	15c	6 inch.	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $5 base.

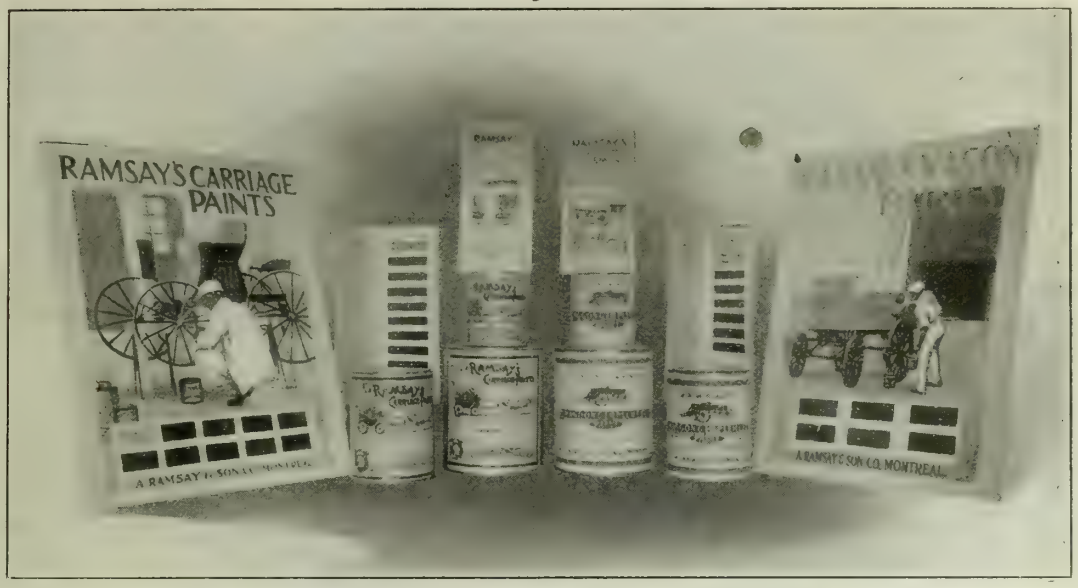
Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $5.02½.

Cut Nails - Montreal, $4.70 base; Toronto, $4.75 base; London, $4.70; Hamilton, $4.75. No equalization of freights.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

RAMSAY'S CARRIAGE AND WAGON PAINTS



EARN DIVIDENDS WHILE WAITING FOR SPRING

Dividends for Dealers: RAMSAY'S Carriage and Wagon Paints.
Dividends for Customers: Well Painted Carriages, Wagons and Farm Implements protected with RAMSAY'S PAINTS.

A. RAMSAY & SON CO., MONTREAL

In Business 75 Years. **Branches: TORONTO and VANCOUVER**

"MURESCO"

The Best Wall Finish

Leads All Other Finishes

A Quick Seller Has Big Sales

Easily Applied

The Best Wall Finish

A Profitable Line to Push Right Now

Have a Stock Ready

Benjamin Moore & Co., Limited, WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

C Brand.

C Brand. Size.	Per box of 25 lbs.
No. 3	$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	3 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, $7.95.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch	$1.80	48 inch	$ 6.20
18 inch	2.65	60 inch	7.70
24 inch	3.40	72 inch	9.20
30 inch	4.00	84 inch	10.50
36 inch	4.75	96 inch	12.00
42 inch	5.50		

1½ inch mesh and 19 ga. wire.

12 inch	$3.50	42 inch	$10.50
18 inch	5.00	48 inch	12.00
24 inch	6.30	60 inch	15.00
30 inch	7.75	72 inch	18.00
36 inch	9.00		

1 inch mesh and 20 ga. wire.

12 inch	$ 4.00	42 inch	$12.00
18 inch	5.50	48 inch	14 00
24 inch	7.00	60 inch	17.00
30 inch	8.50	72 inch	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch	$10.50	36 inch	$15.00
30 inch	12.75		

(½ inch mesh and 22 ga. wire)

24 inch	$16.50	36 inch	$24.00
30 inch	20.10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

Invincible, 1640 .... 0 68
Invincible, 1848 .... 0 73
Invincible, 2060 .... 0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American) ....$20.75-$21.00
U.S. Navy (American) ... 20 00
Clipper, U.S. 18 00
U.S. Navy (English)....... 16 50
Plumbers (spun) .....$8.00-$8.50

OIL

	Montreal	Toronto
Can. prime white petrol	0 15	0 14
Royalite	0 15	0 14
Palacine	0 18	0 17
Lampoline	0 15	0 14
Electroline	0 18	0 17
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12
Black Oil (Winter)	0 12½	0 12½
Cylinder Green	0 35	0 36½
Paraffine	0 24	0 19½
XXX Machine	0 25½	0 22
Fuel oil, bbls.	0 13¾	0 12¾
Fuel oil, tank cars	0 12¼	0 11¼

OLD MATERIALS

Tea lead, 6½c lb.
Lead, heavy, pipe, etc., 9½c.
Brass, yellow, 17c; red, 22c.
Brass, light, 10c lb.
Zinc, heavy, 9½c lb.
Copper, heavy, 29½c lb.
Old cast iron, $16 per ton.
Stove plate, $14.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 8¾c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 6c; bicycle tires, 3½c.

PACKING Per lb.

Fine jute 0 12
Coarse jute 0 09½
Square braided hemp 0 28
No. 1 Italian 0 36
No. 2 Italian 0 28

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll 1 20
Dry Fibre, No. 2 roll 62-65
Resin sized, per roll 1 00
Tarred Fibre, No. 1 roll.... 1 25
Tarred Fibre, No. 2 roll... 0 75
Surprise Fibre 0 67
Tarred Felt, per cwt....... 3 35
Asbestos Sheeting, (per 100 lbs.) ....$9.00-$12.00
Carpet Felt, 16 oz., per 100 ....$4.25-$4.50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz........$7 75
Little Star, per doz. 6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count Per case
5 gross, 4-in. (loose)........$0 85
5 gross, 4½-in. (loose)...... 0 90
5 gross, 5-in. (loose)........ 1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black (Per 100 feet)	Galvanized
⅛ in.	$ 4 50	$ 6 00
¼ in.	3 78	5 91
⅜ in.	3 78	5 91
½ in.	4 93	6 50
¾ in	6 10	8 22
1 in.	9 01	12 16
1¼ in.	12 19	16 45
1½ in.	14 58	19 66
2 in.	19 61	26 46
2½ in.	31 01	41 83
3 in.	40 55	54 70
3½ in.	50 60	67 62
4 in.	59 95	80 12
Lapweld—		
2 in.	22 57	29 05
2½ in.	33 93	44 17
3 in.	44 37	57 76
3½ in.	55 20	72 22
4 in.	65 40	85 57
4½ in.	76 20	99 70
5 in.	88 80	116 20
6 in.	115 20	150 70
7 in.	152 30	196 40
8 L. in.	160 00	206 30
8 in.	184 30	237 60
9 in.	220 80	284 60
10 L. in.	204 80	264 00
10 in.	263 70	339 90

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 55%.

4" and under, running thread, 40%.

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain List

2 in., in 10-ft. lengths, list 8 00
3 in., in 10-ft. lengths, list 9 70
4 in., in 10-ft. lengths, list 12 80
5 in., in 10-ft. lengths, list 17 50
6 in., in 10-ft. lengths, list 21 30

Above subject to 35% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	% 55	% 55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl........ 4 75
Pine, green, per bbl....... 5 25

POLISH

O-Cedar, 4-oz. bottles, doz.$ 2 00
O-Cedar, 12-oz. bottles, doz. 4 00
O-Cedar, 1-qt. can, doz.... 10 00
O-Cedar, ½-gal. cans, doz. 16 00
O-Cedar, 1 gal. cans, doz.. 24 00

Liquid Veneer—
4 oz., doz. $2 00
12 oz., doz. 4 00
32 oz., doz. 8 40
64 oz., each 1 20
128 oz., each 2 10

PUMPS

Pumps 35%
Cistern Pumps 30%
Set Lengths 35%
Brass Lined Cylinders 25%
Brass Body Cylinders 20%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll 1 70
Samson, 2-ply, roll 2 35
Samson, 3-ply, roll 2 95
Pluvius, 1-ply 1 45
Pluvius, 2-ply 2 00
R. S. Special, 1-ply 1 25
R. S. Special, 2-ply 1 50
R. S. Special, 3-ply 1 75
Amazon, 1 ply 2 00
Amazon, 2 ply 2 50
Amazon, 3 ply 3 00
Everlastic, 1 ply 1 55
Everlastic, 2 ply 1 80
Everlastic, 3 ply 2 05
Liquid roofing cement, per gal., in barrels 0 22
5 and 10 gal. lots, per gal.... 0 24
Coal Tar, bbl. ....$4.50-$5
Roofing Pitch, 75 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis ......lb. 29½
British Manila basis 25
New Zealand hemp basis... 25
Sisal basis 24

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia.., 2c above basis.

Single lath yarn basis 24
Double lath yarn 24½
Yacht marline, tarred 50
White polished halyards .. 28
Hemp, deep sea line basis.. 40
Hemp, tarred ratline basis. 36
Hemp, tarred bolt rope basis 38
Marline and Houseline 38
Jute rope basis 16-17½
Italian rope basis 40

Cotton, ⅛ lb.	0 42½	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 20
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 20%. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright 75
Wood, R. H., bright 70
Wood, O. H., bright 70
Wood, F. H. Brass 42½
Wood, R. H., brass 40
Wood, O. H., brass 40
Wood, F. H., bronze 35
Wood, R. H., bronze 32½
Wood, O. H., bronze 32½
Square cap ....
Hexagon cap ....

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger....... 9 00
Awning, ea. 5 00
Table, ea. 2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 20	6.00-6.05
12 gauge	6 30	6.10-6.10
14 gauge	5 55	5.80-6.15
16 gauge	5 65	5.90-6.25
18-20 gauge	5 55	5.95-6.30
22-24 gauge	5 60	6.00-6.65
26 gauge	5 60	6.05-6.70
28 gauge	5 75	6.15-6.80

SHEETS, CORRUGATED

	Per 100 sq. ft. Galvanized
28 ga.	$ 6 50
26 ga.	7 00
24 ga.	10 00
22 ga.	12 00
20 ga.	14 00
18 ga.	18 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz. ....$ 8 30
U.S. 28 .... 8 00
U.S. 26 .... 7 70
22 and 24 .... 7 55
18 and 20 .... 7 40
14 and 16 .... 7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 85
16 gauge	7 40	6 95
18-20 gauge	7 60	7 10
22-24 gauge	7 80	7 25
26 gauge	8 00	7 40
28 gauge	8 40	7 70
10¾ ozs.	8 85	8 00

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 70	8 00	8 05
22-24	9 00	8 20	8 25
26	9 25	8 50	8 65
28	9 50	8 75	8 95

Less 25c in case lots.

SHINGLES Per square

Standard galvanized $7 00
Shipping weight, 90 lbs.
Standard painted 5 00
Shipping weight, 80 lbs.
Discount 7½%.

SIFTERS

Common, doz. $2 00
Rocker, No. 1, each....... 4 60
Banner, each 2 40
Standard galvanized $7 00

SKATES List

Boys' Hockey, polished ... 1 25
Scotia 3 25
Dreadnought 3 50
MicMac 5 00
Velox 6 50
Regal, 189 .... 6 00

Discount 30%.

SOLDERING COPPERS.

Base, per lb., 63c cents.

Varnished woodwork stands this test if it is Valsparred.

Why Valspar Varnish Sells

First—Because it has qualities not found in ordinary varnishes so that the consumer wants it. Valspar has been demonstrated to be absolutely unharmed by hot or cold water, tea, coffee, milk, even alcohol or ammonia.

Second—Because Valspar makes good its unusual claims, customers come back for more and tell their friends about their discovery.

Third—Because it is being well advertised in Canadian homes.

Fourth — Dealers like to sell Valspar because it has quality, attracts high class trade, makes satisfied customers and is profitable.

VALENTINE'S VALSPAR
The Varnish That Won't Turn White

These facts ought to interest you— any live merchant looking for better goods with which to make business better.

It will be well worth while to write us for the latest Valspar proposition.

WRITE NOW

Valentine & Company, 109 George Street, Toronto

ESTABLISHED 1832

Largest Manufacturers of High-grade Varnishes in the World

New York Chicago Boston

TRADE VALENTINES VARNISHES MARK

Paris London Amsterdam

Copyright 1917 by Valentine & Company

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30%	....	20 and 5
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	25 and 5		25 and 5
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	25 and 5		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....75c per dozen net
Half polished .....50c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES Per cwt.

Fence staples, bright, kegs. 5 10
Fence staples, galv., in kegs 5 95
Fence hooks, galv..... 5 95

In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's

Bissell's Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea... 7 25
Ontario, 2-passenger, ea... 6 25
Baby, ea. 4 00
"Quebec," 4-passenger, ea.. 7 25
"Quebec," 2-passenger, ea.. 6 25

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe findings list adopted December 21, 1916—Net list.
List of Capped Goods adopted Jan. 1, 1916....70-10%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 35%.

TRAPS (GAME) %

See weekly report.

Victor .....
Jump .....
Hawley & Norton .....
Newhouse .....

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS

No. 0, per daz.	12 10
No. 1, per doz.	10 45
No. 2, per doz.	8 80
No. 3, per doz.	7 70

VALVES %

Ground work	45-47
Compression work, standard.	45
High grade	48
Cushion work	40
Fuller work, standard	54
High grade	47
Basin cocks, No. 0, standard	49
High grade	49
Nos. 1 and 2, standard	49
High grade	40
Bath Cocks Standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Steam Cocks Standard	53
High grade	50
Radiator valves, standard...	20
High grade	30
Globe, angle and check valves, standard	15
Do., high-grade	10
Patent quick opening valves	55

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs..	$3 50	$4 00	$3 90
Sectional, ½ lb., per 100 lbs..	3 50	4 25	3 90
Solid, 3 to 30 lbs., per cwt.	2 25	3 50	2 55

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz...	45	40
Garden, steel wheel, doz...	58	30
Light garden, each	41	00

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70 %
Brass Screw Hooks	70 %
Brass Gate Hooks and Eyes	70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $5.75; No. 10, $5.80; No. 11, $5.90; No. 12, $6; No. 13, $6.10; No. 13½, $6.10; No. 14, $6.25; No. 15, $6.50.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.70; No. 19, $7.20.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 30%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; olling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $5.40; No. 14, $5.45; No. 15, $5.55.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5.50 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c. in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.66; No. 11, $5.72; No. 12, $5.80.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Toronto	London
Barb	$5 00	$4 65
No. 9 pl. galv....	4 25	4 25
No. 12 pl. galv....	4 40	4 45
No. 13, pl. galv....	4 50	4 55
No. 9 coil sp.....	4 25	4 30
No. 12 coil sp....	4 50	....
No. 10 O. & A....	5 16	5 41
No. 11 O. & A....	5 22	5 47
No. 12, O. & A....	5 30	5 55

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt
No. 12	$ 5 80
No. 13	5 90
No. 13½	5 95
No. 14	6 05
No. 15	6 25
No. 16	6 50

WRINGERS.

Royal Can., 11 in., doz. list.$	84 80
Eze, 11 in., per doz.....	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list, 45 & 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Stillton & Trimo—	List price ea.
6 in.	$ 2 00
8 in.	2 25
10 in.	2 50
14 in.	3 50
18 in.	5 00
24 in.	7 25
36 in.	13 50
48 in.	20 00

Discount off above list, 50, 5%. Discount on parts, 50, 5% off list; Coes, 10% off list; Regular, 65% off list.

WRINGERS—MOP.

White, No. 1, each..... 1 50

Make Preparations NOW for Spring Business

We Strongly Advise Ordering Early

LAWN MOWERS

Pennsylvania Low and High Wheel, with **Crucible Steel Blades**; **"Empress"** Ball-Bearing, **Woodyatt, Star, Daisy, High Speed, Aero, Peerless** Ball-Bearing Mowers, **Leader, Perfection**, etc. Write for circulars and prices.

DUNHAM WATER-WEIGHT LAWN ROLLERS

The **Dunham Water-Weight Roller** is a profitable line to handle.

> "All **lawns** should be rolled in the **Spring**, as during the Winter months freezing and thawing loosen the soil and heave the turf away from the subsoil, leaving millions of sensitive 'feeder-roots' exposed to the air. The **roller** compresses the soil around the roots and presses the turf back against the moist subsoil. **Rolling** throughout the Summer keeps the surface even."

We carry on hand the **Dunham** in the best selling sizes. Write for **circular** and **prices.**

GARDEN HOSE

Corrugated Non-Kinkable, in 500-ft. Reels. We cut any length to order.

Smooth surface Garden Hose in 50-foot lengths, in good variety.

Hose Couplings, Gem Hose Nozzles, Hose Menders, Steel Hose, Reels, Grass Shears, Grass Catchers, etc.

SPORTING GOODS

We carry a large and complete stock for **Lawn Tennis, Baseball, Bowling, Fishing, Canoeing,** etc.

RICE LEWIS & SON, LIMITED

TORONTO - - ONTARIO

If interested, tear out this pand keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $7.40 per 100 lbs.; 5 lb. packages, $7.20 per 100 lbs.; white, 2½ lbs., $6.80 per 100 lbs.; 5 lbs., $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$1 35
Weighted, 20 lbs., doz..... 1 60

COATING

Cement Coating $2 55 2 75

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg..	5-12c
Burnt Umber, 100 lbs.....	5-12c
Raw Sienne, 100 lb. kegs..	5-12c
Burnt Sienna, 100 lb. kegs	5-12c
Imp. green, 100 lb. kegs...	0 22
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs..	0 12
Indian red, No. 1, 100 lb. k.	0 05
Venetian red, best bright.	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs.	0 03
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 03½
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 18
Chrome yellow, pure 30-35	
Golden ochre, pure	0 18
French spruce ochre, pure	0 15
Chrome green, pure 15-22	
French permanent green, pure	0 22
Signwriters' black, pure..	0 24
Marine black, 25-lb. lrons	0 07
Lampblack	0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER

	Gal.
Luxeberry Enamel $5 00	
Screen Enamel, BB.	1 65

FORMALDEHYDE

	Per bbl.
Demi-johns, 50 lbs.	0 15½

$1.10 for demi-john extra.

GLUE

	Per lb.
French medal	
English common sheet 30-35	
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags...	0 35
Hide, 112-lb. bags	35-38
Gelatine, 112 lb. bags....45-60	
Ground glues, 112 lb. bags—	
No. 1	30-32

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	.....	22 75
85 to 90	.....	24 35
91 to 94	.....	25 00
95 to 100	.....	29 00
101 to 105.....	.....	32 00
106 to 110.....	.....	37 00

Toronto, London and Hamilton:—Single or Double Thick—15% off above; 50 cases or over, open cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10%; 35 cases and over, open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure $14 80		$15 00
Crown Diamond .. 14 80		15 00
Green Seal 14 80		15 00
Tiger Pure 14 80		15 00
Ramsay's Pure 14 80		15 00
Moores Pure 14 80		15 00
O.P.W. Dec. Pure.. 14 80		15 00
Red Seal 14 80		15 00
Decorator's Pure .. 14 80		15 00
O.P.W. English ... 14 75		15 25
Elephant Genuine.. 14 75		15 25

B.B. Genuine Lead, less than tons, $16.20 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins $31 50		$22 75
2-lb. tins		21 75
5-lb. tins	20 50	17 50
10-lb. tins	28 50	....
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks	....	15 00
600 lb. casks	....	14 75

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.60. White in lb. pkgs., per 100 lbs., $6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white $3 05	
B.H. English, colors	2 80
Crown Diamond, white.....	2 80
Crown Diamond, colors.....	2 55
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint ...	1 95
Moore's Sani-Flat	2 10
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white ..	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white ..	3 05
Sherwin-Williams, colors ..	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white ...	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65

PARIS GREEN

Per 100 lbs.

	Munro's	C.P. Co.	Bergers
600-lb. bbls...	...	43 75	44 50
250-lb. kegs..	44 00	44 00	44 75
100-lb. drums.	45 00	45 00	45 75
50-lb. drums..	45 00	45 00	45 75
25-lb. drums..	45 25	45 25	46 00
1-lb. 100s, pks	47 25	47 25	48 00
½-lb. 100s ...	49 25	49 25	50 00
1-lb. 100s, tins	48 25	48 25	49 00

Prices f.o.b. Toronto, Hamilton London, and ¼c less in Montreal for Munro's.

PARIS, PLASTER

Per bbl. $2 35 $2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto

See weekly report.

Bulk, in casks	3 10	3 40
Bulk, 100-lb. drums	3 55	3 85
Bulk, 25-lb. drums	3 65	3 95
Bulk, 12½ lb. irons....		4 20
Bladders, in bbls...	3 80	4 10

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.90 to $3.25.
Pure Orange, gal.. $2.80 to $3.

Gum, 50-53c lb.; finest orange, 57-58c lb.; finest white, 65-69c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING

	Gal
Liquid Slating, B.B.....	

VARNISHES

	Per gal cans
Gold Medal .....$	2 05
Maritime Spar	4 25
B.-H. Stovepipe Varnish, ½ pints, per gross.....	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor...	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil.	1 60
Jasperite Floor Finish...	2 25
Marble-ite Floor	2 54
Wood-var	2 54
Finest Interior	2 86
Durable Floor	2 40
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Spar-Not	3 08
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 15
Luxeberry spar	4 50

WATER PAINTS

Opalite, 200 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal. package, per pkg..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Fancy	0 16
Lion	0 14½
Standard	0 13
Popular	0 11¾
Keen	0 10½

WASTE, WOOL PACKING

Arrow	25
Axle	20
Anvil	15
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41-48c
Johnsons	41-48c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL

	Per gal.
In gallons	1 20
Barrels 1 00-1 05	

$4 extra for barrels.

Transparent Finishes

The most beautiful and most durable varnishes made.

These are varnishes with a record of over fifty years behind them.

Varnishes that will wear long after cheaper varnishes have been replaced.

Varnishes that cost less BY THE JOB than cheaper lines, owing to their qualities and covering powers.

Varnishes that you can unhesitatingly recommend to your customers with the full assurance that entire satisfaction will be given.

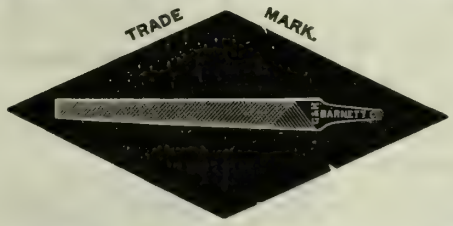
WRITE FOR BOOKLET

Manufactured only by

The Dougall Varnish Co., Limited, Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.00; chilled. $18.50; buckshot, $17.80; ball, $18.20.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 8 00	$13 00
Double Bit	13 50	15 50
Broad axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 15%; 7-16 and larger, net list; machine, ⅜ and under, 15%; 7-16 and over, 5%; machine set screws, 25%; plough bolts, 5%; nuts, small lots, 3c advance over list; case lots, 2c advance over list; stove bolts, 50%; shaft bolts, 5%; tire bolts, 30%; sleigh shoe bolts to ⅜, 5%; 7-16 and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8¾c; ⅜, 7¾c; tie out, 65%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 9½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 40 p.c.; Blacksmith, ½ in. round shank, 35 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $4.70; 10 in., $5.20; 12 in., $6.10.

Conductor pipe 2 in. per 100 ft., $5.45; 3 in., $6.60; 4 in., $8.70.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	8 00	11 75
26 to 40	9 00	13 75
41 to 50	11 50	15 25
51 to 60	12 00	16 00
61 to 70	13 00	17 25

GLASS (Plate)

20% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.90; No. 2 and larger, $5.65; snowshoes, No. 0 to No. 1, $6.15; No. 2 and larger, $5.90; steel, No. 0 to 1, $6.35; No. 2 and larger, $6.10; featherweight, $7.50.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng...	8 75	8 75
28 Am. or 26 Eng....	8 45	8 45
26 Am. or 26 spec....	8 15	8 15
24	8 00	8 00
22	8 00	8 00
18 and 20	7 85	7 85
16 Am.	7 70	7 70

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Potts No. 50 set	1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz...........	8 75

LEAD PIPE, $16.40.

LEAD WASTE, $17.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $5.10.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 3c advance over list; case lots, 2c advance over list; Hexagon, small lots, 3c advance over list; case lots, 2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24½c; Buffalo Engine gasoline, 33½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 33c; Family Safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer Black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 16½c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 41	$ 6 84
⅜ inch	4 50	6 93
½ inch	5 85	7 65
¾ inch	7 20	9 67
1 inch	10 71	14 31
1¼ inch	14 50	19 35
1½ inch	17 33	23 13
2 inch	23 30	31 14
2½ inch	36 90	49 28
3 inch	48 24	64 35
3½ inch	60 17	....
4 inch	71 28	....
4½ inch	89 10	....
5 inch	103 50	....
6 inch	134 55	....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $7.25; full polished, $8.25; 18 x 24, half polished, $7.25; full polished, $8.25; 20 x 28, half polished, $7.50; full polished, $8.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	4 25
25-lb. irons, per cwt.......	4 55
1½-lb. tins	0 07½

RIVETS AND BURRS

Iron rivets, 20 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 24c base; pure Manila, 30c base; British Manila, 25c base; lath yarn, 24c base; African hemp, 25c base; cotton rope, rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 10 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	6 75
12 gauge	6 75
14 gauge	6 50
16 gauge	6 50
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No. 4, $11.25 doz.; No. 6, $12; No. 8, $12.75; No. 10, $13.55; Moose and Jones Scoops, No. 4, $12.45; No. 6, $13.15; No. 8, $12.85; No. 10, $14.55 per doz. dozen.

SOLDER. Per pound, 36 to 37c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east. octagon tool steel, 12½c base; square tool, 13½c base; spring, $5; machine, $5 base; tire, $4.50. Mild, 3-16, ¼, 5-16, $6 base; other sizes, $4.50 base.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C.	$20 00
20 x 28 I.X.	21 50
20 x 33 I.C.	24 25
20 x 33 I.X.	25 50
Terne plates	16 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal...	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 5%+75c; full boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.55; less than ton lots, $16.20.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.70 Winnipeg; $6.30 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $5.95; 10, $6; 12, $6.15; 14, $6.30; 15, $6.45; 16, $6.60 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

BOILER TUBES

We have a large shipment of 3 and 3½-in. tubes just arrived, and can quote you attractive prices on your requirements. We carry from 2-inch to 4-inch tubes in stock for immediate shipment.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

PYRENE

The Universal

FIRE EXTINGUISHER

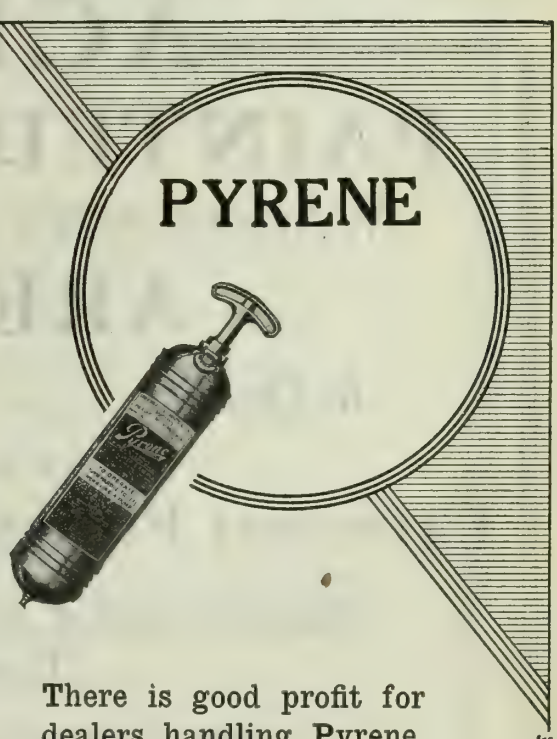
is always ready.

Never Deteriorates, Freezes or Corrodes.

Every Motorist Needs Pyrene

in his garage. It puts out all kinds of fire, gasoline or oil.

It is as effective on an arc of 100,000 volts as on burning shavings. It is a non-conductor, will not injure the finest fabrics, and will not freeze at 50 degrees below zero.

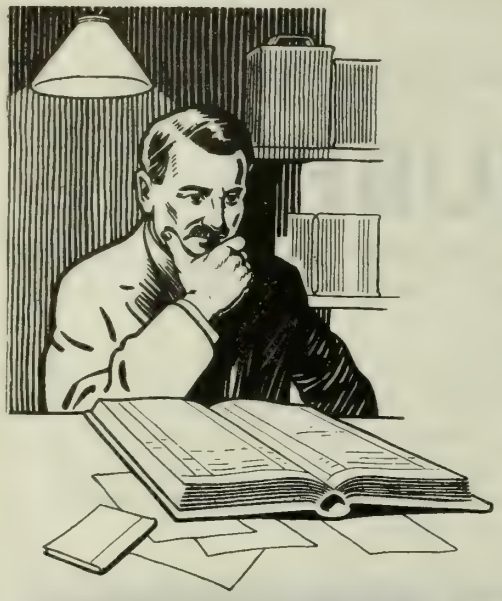


There is good profit for dealers handling Pyrene.

GREAT WEST ELECTRIC CO., LIMITED

Winnipeg, Manitoba

Paint performance—not mere promise



THE GREATEST INDOOR SPORT:
A Lowe Brothers' dealer watching his business grow.

One thing we will NOT do—we will not overstate the case for Lowe Brothers' High Standard Paints in the hands of either public or dealer.

To the public we say—Lowe Brothers' Paints will spread better, stand up better, and look better than any other, if given fair handling.

To the Dealer we say—the Lowe Brothers' proposition means more to you in dollar-making co-operation than any other you have listened to. But you've got to be the right dealer, and you must appreciate what co-operation means.

Do you want to hear our Proposition?

Lowe Brothers LIMITED
TORONTO

Lyon Paint & Glass Co., Limited, Winnipeg

ACKLAND'S
PAINTED EVENER SETS

WAGON SETS PLOW SETS

ARE LEADERS

In Quality - In Design - In Finish

WE ARE HEADQUARTERS FOR

Crescent Plowshares - Harrow Teeth

Blacksmiths and Horseshoers Equipment, Tools and Supplies

Write us for Catalogue and Prices. We can convince you.

D. ACKLAND & SON, LIMITED

WINNIPEG AND CALGARY

A Straight Talk from the Manager

No. 60

"Saved Hundreds of Dollars"

IN renewing his subscription to Hardware & Metal, G. J. Oliver of Bienfait, Sask., writes saying:

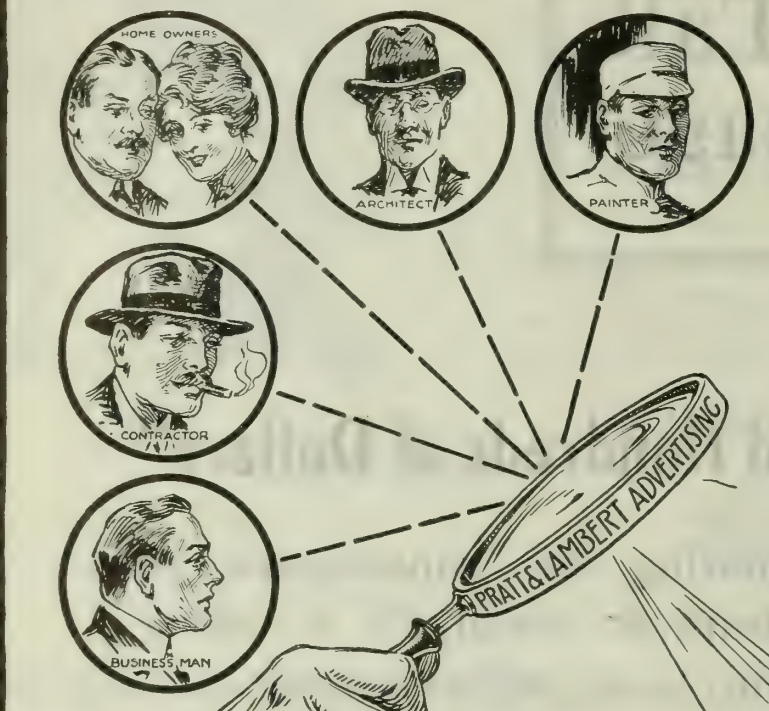
> "Hardware and Metal is the best investment any hardwareman can make at this time of advancing prices. I could not think of doing business without it, and, by a careful persusal of it, I have saved hundreds of dollars."

So it is with every Canadian hardware merchant who reads Hardware and Metal carefully. The market reports give him invaluable information concerning the quotations current at the leading centres of distribution, and the advertising pages show him where he can buy so as to get the maximum of value and service.

Don't forget that as much thought and care is put into the preparation of the advertisements as of the news pages. You will always find them interesting and profitable.

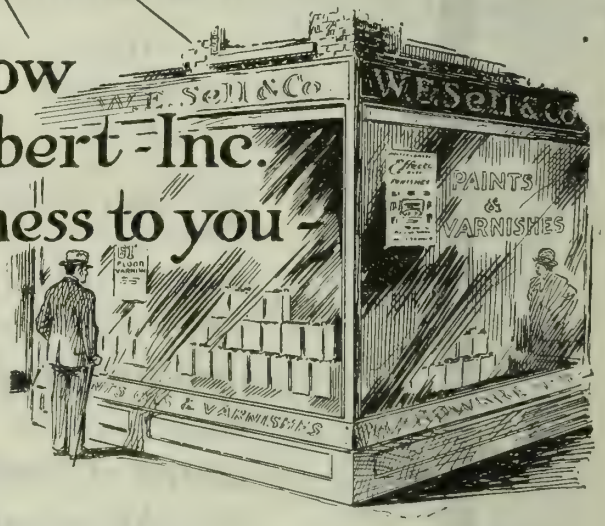
J. G. L.

All Concentrated on YOUR Store



HERE are the five largest buyers of varnish products. The business of any *one* of these classes means a great deal to you—but Pratt & Lambert Advertising does not stop there. By means of great national publicity and by other methods, Pratt & Lambert-Inc. bring the trade of *all five of these buyers* to the stores carrying the P&L Line.

Here's how Pratt & Lambert-Inc. Brings this Business to you—



THROUGH national advertising in great magazines totaling *over six million*, the home-owner comes to look upon Pratt & Lambert Varnishes as the natural thing to buy Personal letters, and advertisements in such publications as Factory Magazine, emphasize to business men the facts which they have already read in the magazines. Our Architectural Service Department continually writes letters to each of our country's ten thousand architects. Architects and contractors are also reached by P&L advertisements in the architectural publications. Seven times a year, seventy thousand painters eagerly absorb the helpful information in our painters' magazine, Varnish Talks; and the final effects of all these untiring influences can be focussed on YOUR STORE if you will make it a Pratt & Lambert store and let our store helps and selling methods direct YOUR SHARE of this huge business TO YOU.

PRATT & LAMBERT-INC.
Varnish Makers 68 Years
24 Courtwright St., Bridgeburg, Ontario
Factories
Bridgeburg, Ontario
New York Buffalo Chicago
London Paris Hamburg

Get Your Share

of the great and growing sales from which P&L Dealers everywhere are getting Big Profits. Write for the Pratt & Lambert Dealer Proposition — and do it today — NOW!

Pratt & Lambert Varnish Proposition
Quality Sales Profits Repeats...

SIGN OF QUALITY

OTTAWA PAINT WORKS LIMITED
PAINTS
O.P.W.
VARNISHES
TORONTO OTTAWA VANCOUVER

HIGHEST QUALITY
MADE IN CANADA

Toronto Branch:
153 DUCHESS STREET, TORONTO

Our Four Leaders

Canada Brand Pure Paints
(Quality Guaranteed)

Canada Brand Floor Paints
(Surpassed by none)

Jas-per-Lac Specialties
The Present-Future Finish

Jas-per-ite Varnishes
The Present-Future Varnish

Manufactured only by

Ottawa Paint Works
Limited
Ottawa, Canada

OFFICIAL AWARD RIBBON
PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915
PRESIDENT
DIRECTOR OF EXHIBITS
SECTY OF THE INTERNATIONAL AWARD SYSTEM
MEDAL OF HONOR
DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES
CHIEF

TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

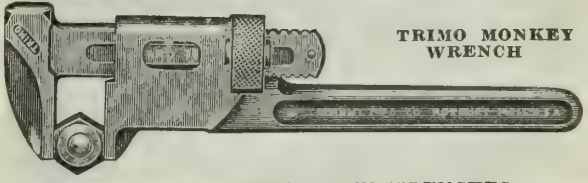
SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.
55-71 Amonry Street
Roxbury, Mass.
U.S.A.

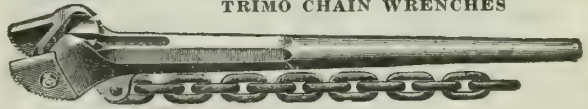
TRIMO PIPE WRENCH
WOOD HANDLE

TRIMO PIPE WRENCH
STEEL HANDLE

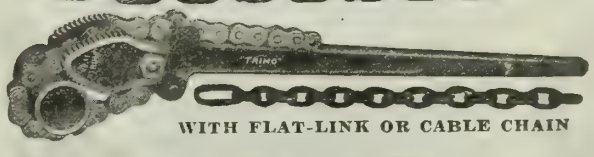
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and keep with letters to be answered.

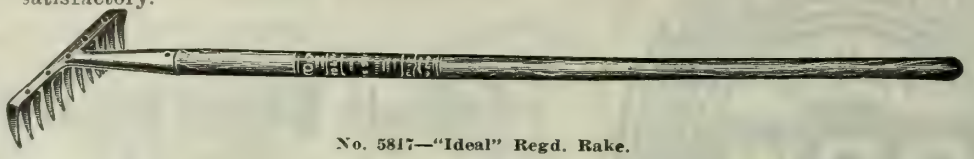
GARDEN TOOLS

W P WARD

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

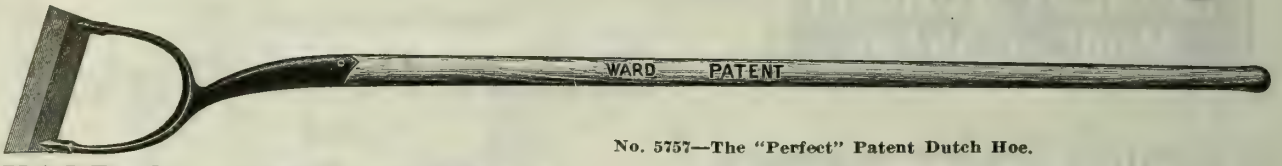
No. 5574—Weed Fork.



No. 5817—"Ideal" Regd. Rake.

No. 5417—Garden Shears.
Guaranteed "Fast Handles."

No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD. 1150 Hamilton St., Vancouver, B.C
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

THE DOMINION BANK

Write for list o our lines you can handle

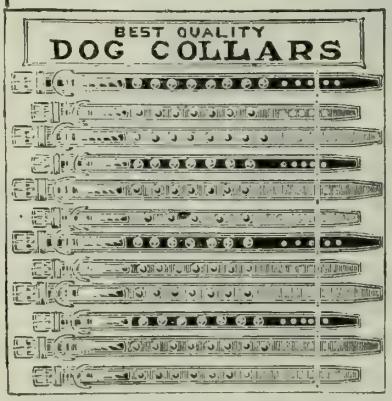
YOU CAN TAKE ORDERS FOR MEMORIAL AND OTHER TABLETS

Iron Stairways, Fire Escapes, all kinds of Wire Work and Ornamental Bronze and Iron Work, also Steel Lockers, Shelving, Bins, etc., and make big profits.

Write for our proposition!

The Dennis Wire & Iron Works Co., Limited
LONDON, CANADA

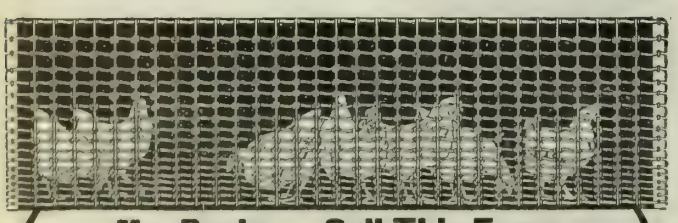
QUICK SELLING DOG COLLARS



A dog-owner is a dog-lover, and "nothing is too good for my dog." Have a small stock of dog collars on hand.

They will find their own customers if you give them prominent display. We can supply you.

SAMUEL TREES & CO., LIMITED
Toronto Whitby
Winnipeg



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

PEERLESS FENCE

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

THE BABBITT METAL THAT'S AT THE FRONT IN EFFICIENCY AND ECONOMY

Harris Heavy Pressure

"The Babbitt Metal Without a Fault," is guaranteed to give EXCELLENT SERVICE.

We also manufacture Lead Pipe, Solder, Sheet Lead and Everything for the Plumber.

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory, TORONTO, Fraser Ave.

Branch Factories

HAMILTON MONTREAL WINNIPEG VANCOUVER

In Well Kept Homes

A careful housewife takes pride in the appearance of the bath room. The easiest fixture to keep snowy white is the toilet bowl—provided it is cleaned with

Sani-Flush

Instead of dipping the water, bending over and scouring the bowl, the housewife or maid simply shakes a little ***Sani-Flush*** into the water standing in the bowl. Stains disappear. All parts of the bowl are reached, even the unseen trap. Then the closet is flushed and all loosened sediment is washed into the soil pipe.

HAROLD F. RITCHIE & COMPANY, LIMITED
10-12-14 McCaul Street - TORONTO, ONT.

"IDEAL" FENCE

is sold to the farmer

"THROUGH THE DEALER ONLY"

If you have not ordered your FARM FENCE for spring, you will be interested in our new

"IDEAL" SPECIAL SALES PLAN

which allows you to compete with "Mail-Order Houses." No investment—no handling—no collections—you make a profit on every sale.

Full particulars sent on request.

The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.

If interested, tear out this page and keep with letters to be answered.

MACLEAN'S MAGAZINE *for* March

Sir Gilbert Parker
Robert W. Service
Stephen Leacock
Alan Sullivan
Agnes C. Laut
H. F. Gadsby
Erman J. Ridgeway
Madge MacBeth
L. M. Montgomery
Norman Lambert
Hopkins Moorhouse
H. M. Tandy
Robson Black
Adam Barnhart Brown
Arthur William Brown
Peter McArthur

BE thankful that Canada has a magazine of BIG calibre. A magazine fit to be placed alongside the best British and American magazines—by the test of those who contribute to it regularly and of ideals.

MACLEAN'S MAGAZINE carries world-famous names in its list of contributors—writers who have an open sesame to any magazine, yet writers that some magazines cannot get, because they fail to measure up to a standard set. Not every or any magazine can have the work of Sir Gilbert Parker, Miss Laut, Stephen Leacock, Arthur Stringer, Arthur E. McFarlane, L. M. Montgomery, Nellie McClung, Robert W. Service, Alan Sullivan, and others whose names are familiar to readers of MACLEAN'S MAGAZINE.

MACLEAN'S MAGAZINE is favored by these fine and high-priced writers because they are Canadian-born or bred and because they are genuinely interested in seeing the land of their birth or adoption have a magazine worthy of the land of their love and of their work and fame. *And they have found this magazine in MACLEAN'S.* MacLean's gives them access to the readership they desire to reach—the man and women of culture and position, of real love for Canada and in earnest to see its nationality enlarge and its destiny advanced.

And so we feel that we have a right to ask you to give MACLEAN'S MAGAZINE a first place in your favor. *It is truly Canadian,* doing a needed service for Canada, and doing this worthily. Doing all that it is doing at a heavy present cost, looking to the future for its larger reward.

You can show your appreciation of what the publishers of MACLEAN'S MAGAZINE are doing by making MACLEAN'S an elect magazine among all magazines enjoying your favor, and by making it better known to others who have your spirit—your sense of Canadian nationality, your purpose to advance Canada in all right and high ways.

At All News-Agents - Fifteen Cents -

Contents of MARCH MACLEAN'S
(CONDENSED)

Jordan is a Hard Road. Serial by Sir Gilbert Parker.

The Guile of Ulysses. By Peter McArthur.

Face Up. By Hopkins Moorhouse.

The Rabbit Revolution. By Adam Barnhart Brown, with illustrations by his brother, Arthur William Brown.

The Above are Stories

Ten Million for the Asking. By Stephen Leacock—a serious contribution on a phase of national finance.

National Policies—How they are formulated and exploited by Parties and Cabinets. By H. F. Gadsby.

Prospects for Peace and Peace's Problems. By Agnes C. Laut. A stirring and thought-provoking article by this wonderful woman writer with a statesman's mind.

The Above are Special Articles

Mrs. Hayter Reed—the woman who is responsible for the decorative schemes of the big C.P.R. hotels. By Madge MacBeth.

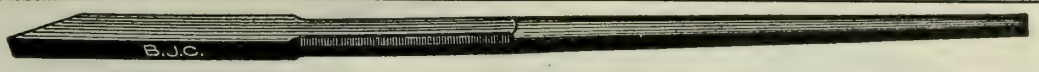
H. C. Brewster—Premier of British Columbia. By Norman Lambert. A timely sketch of a man of interest to all Canadians.
These are brief biographies of interesting Canadians—a feature of every issue of MACLEAN'S MAGAZINE.

The Review of Reviews Department condenses for busy readers the cream of the best things appearing in the current magazines of the world. So MACLEAN'S becomes many magazines in one.

The Business Outlook and **Information for Investors** are two features of MACLEAN'S greatly liked and esteemed by many of its readers.

These are Department Features found in every issue

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

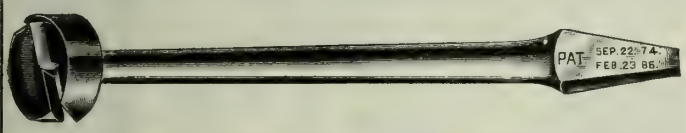
TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufanturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

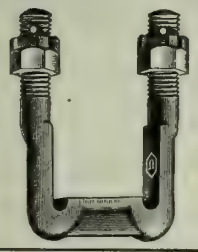
LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.



C. KLOEPFER, LIMITED

EDWARD HALLORAN, *General Manager*

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADA CEMENT COMPANY LIMITED
PORTLAND
CANADA
CEMENT
MONTREAL

BUILDERS' SUPPLIES

It won't seem any time before the building season opens up.
ORDER YOUR BUILDERS SUPPLIES NOW, and be prepared to meet all demands. We ship immediately from stock.

"ROCK" WALL BOARD

for walls and ceilings is second to none in quality, and the price is reasonable. Sold in sheets 48" wide by 6, 7, 8, 9, 10 and 12 ft. long.
"HAMMER BRAND" Plaster of Paris — the best brand of plaster made.

Walter Belyea
Successor to the Late
THOMAS BLACK
WINNIPEG

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

Before you build your home

You will save many dollars, avoid many mistakes, and add vastly to the satisfactoriness of final results if you make yourself thoroughly familiar with the book—

Building a Home
By Desmond and Frohne

These two men are editors of *The Architectural Record*, the leading paper in its field on this continent. The book is full of sound sense, and is inspiring and educational. Many fine illustrations assist the text.

The price, post paid, is $1.65 ($1.50 at our office). This price is as nothing in comparison with the value of the book to those planning to build.

The MacLean Publishing Co., Limited
143 University Avenue, Toronto, Ont.

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.
Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

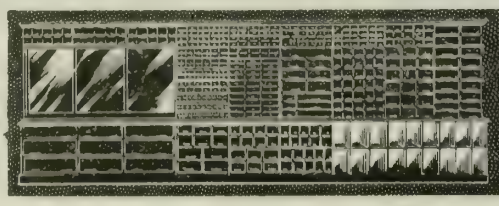
MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

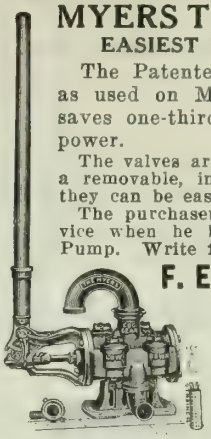
The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters

MADE BY
A. SHAW & SON, London, England
Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.
The quality of our goods is top-notch. Prices right.
CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

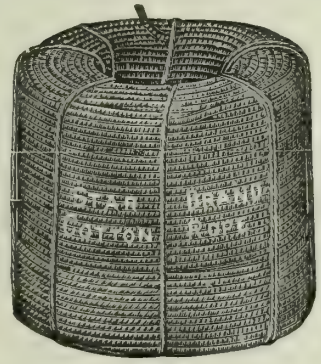


MYERS TANK PUMPS
EASIEST TO OPERATE
The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.
The valves are each located under a removable, individual cap, where they can be easily reached.
The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.
F. E. Myers & Bro.
Ashland, Ohio.
J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.
Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps

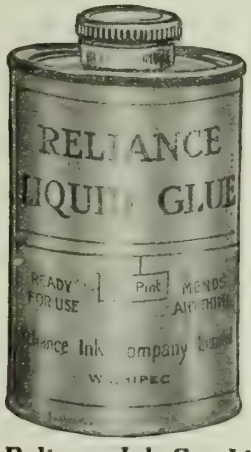
WIRE NAILS
IN STEEL HOOP KEG
Weatherproof

WIRE BALE TIES
For Baling Hay, etc.
FENCE STAPLES
Bright or Galvanized
POULTRY NETTING STAPLES
WIRE
Bright or Annealed
SPECIAL O. & A. WIRE

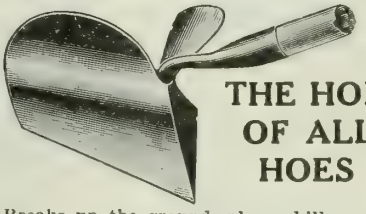
The Laidlaw Bale-Tie Co., Limited
HAMILTON, ONTARIO
A. T. Diggins, Stair Bldg., Toronto, Ont
H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man.
Geo. W. Laidlaw, Vancouver, B.C.



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS Limited
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England



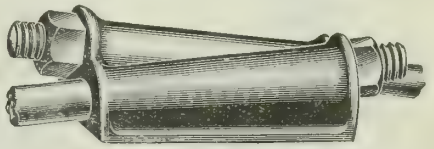
Reliance
LIQUID GLUE
Always Ready
Extra Strong
Sold by Your Wholesaler
Reliance Ink Co., Limited, Winnipeg



THE HOE OF ALL HOES
Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.
Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Eastern Canadian Distributors:
Louis A. Larson, Ottawa.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

Kindly Mention This Paper When Writing Advertisers

Lugs for Bands
on silos, tanks, wood pipe lines, etc.



For round rods $\frac{3}{8}$ to $1\frac{1}{2}$ inches.
For flat bands 2 to 6 inches.
(A number of patterns)
Also Drive-Well points.
Fence Building Tools.
Otterville Mfg. Co., Ltd.
OTTERVILLE, ONT.

If interested, tear out this page and keep with letters to be answered.

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

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British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.

Aluminum Solder
British Aluminium Co., Toronto.
Canada Metal Co., Ltd., Toronto, Ont.
Spielmann Agencies, Montreal.

Aluminum Ware
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Aluminum, Alloy, Ingot, Sheet, Wire
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.

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The Stanley Wks., New Britain, Conn.
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D. Ackland & Son.
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Babbitt Metal
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Baits, Spoon
The Andrew B. Hendryx Co., New Haven, Conn.

Bale-Ties
J. E. Beauchamp & Co., Montreal.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Bar Clamps
National Machinery & Supply Co., Ltd., Hamilton.

Bar Iron
D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Barn Door Hangers
Allith Mfg. Co., Chatham.
Canada Steel Goods Co., Hamilton.
R. Dillon & Sons, Oshawa.
Richards-Wilcox Co., Ltd., London, Ont.

Bath Room Fittings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain.
Steel Trough & Machine Co., Tweed, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.

Belting
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.

Bird Cages
Andrew B. Hendryx Co., New Haven.

Bits
D. Ackland & Son.

Bits, Auger
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Blacksmiths' Machinery
D. Ackland & Son.

Boilers, Hot Water
Pease Foundry Co., Toronto.

Bolts and Nuts
D. Ackland & Son.
Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Wks., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Braces
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf
Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brakes, Metal Working
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Dennis Wire & Iron Works, London, Ont.
Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Bread Mixers
Landers, Frary & Clark, New Britain.

Brooms
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

Brushes
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.

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Caverhill, Learmont & Co., Montreal.
The Dennis Wire & Iron Works, London, Ont.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New New Britain.
The L. S. Starrett Co., Athol, Mass.

Builders' Hardware
Canada Steel Goods Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
R. Dillon & Sons, Oshawa.
Goodell-Pratt Co., Greenfield, Mass.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co.,
Richards-Wilcox Canadian Co., Ltd., London, Ont.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Building Paper
Bird & Son, Hamilton.
Walter Belyea, Winnipeg.

Builders' Supplies
Belyea, Walter Winnipeg, Can.

Burlap
G. F. Stephens & Co., Winnipeg.

Burrs
Parmenter & Bulloch Co., Gananoque.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Hamilton.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts, Spring
Chicago Spring Butt Co., Chicago.

Calipers
L. S. Starrett Co., Athol, Mass.

Car Movers
R. Dillon & Sons, Oshawa.
Thos. Pink, Pembroke, Ont.

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Samuel Trees & Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
D. Ackland & Son, Winnipeg.

Carriage Springs
D. Ackland & Son.

Cans
Thos. Davidson Mfg. Co., Montreal.

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Gipe-Hazard Store Service Co., Toronto.

Canada Plates
Dominion Sheet Metal Co., Hamilton.
A. C. Leslie Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Casseroles
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.

Cattle and Trace Chains
McKinnon Chain Co., St. Catharines

Ceilings, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cement
Belyea, Walter, Winnipeg, Can.

Cement, China
H. Nagle & Co., Montreal.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia.

Chain Manufacturers
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural
McKinnon Chain Co., St. Catharines.

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The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chains, Tire
McKinnon Chain Co., St. Catharines, Ont.

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J. E. Beauchamp & Co., Montreal.

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Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns, Hand Power
Cummer-Dowswell, Ltd., Hamilton.

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American Shearer Mfg. Co., Nashua.

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Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

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Cummer-Dowswell, Ltd., Hamilton.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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R. Bird & Co., Crewkerne, Eng.
Hamilton Cotton Co., Hamilton, Ont.

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Cummer-Dowswell, Ltd., Hamilton.

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Cummer-Dowswell Co., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Hamilton.

Coal Chutes
The Dennis Wire & Iron Works, London, Ont.

Coffee Percolators
Landers, Frary & Clark, New Britain.

Colors, Dry
Canada Paint Co., Montreal.
McArthur Irwin, Ltd., Montreal.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Cold Rolled Strip Steel
The Stanley Works, New Britain.

Conductor Pipe
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cord, Wire Picture
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage
Consumers Cordage Co., Montreal.
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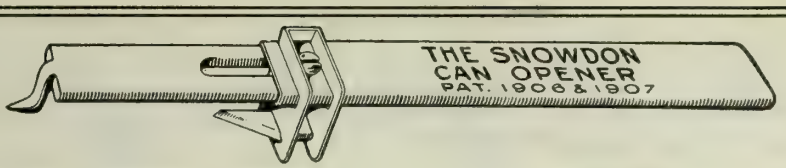

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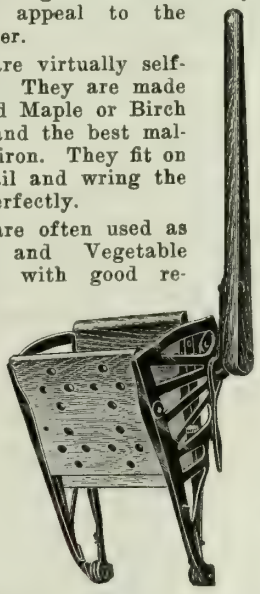

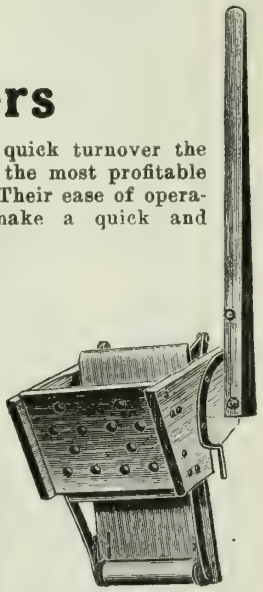

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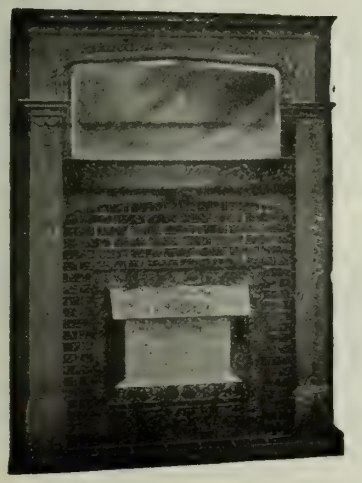

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Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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The Stanley Works, New Britain.
The Steel Co. of Canada, Limited, Hamilton.

Corrugated Iron
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Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Wheeler & Bain, Toronto.

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Bull and Calf Pens.
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Cranes, Overhead Travelling
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Oneida Community, Ltd., Oneida, N.Y.
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Door Checks
Wm. Newman & Sons, Birmingham.

Door Hangers
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Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain.

Door Springs
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Pratt & Whitney Co., Dundas, Ont.

Draw Pulls
The Stanley Works, New Britain.

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Whitman & Barnes Mfg. Co., St. Catharines.

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Canadian Carbon Co., Ltd., Toronto.
Spielmann Agencies, Montreal
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

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Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.
Winnipeg Ceiling & Roofing Co., Wininpeg

Elbows
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Heating Specialties
Landers, Frary & Clark, New Britain.
National Electric Heating Co., Toronto.
Renfrew Electric Co., Ltd., Renfrew.
Spielmann Agencies, Montreal.

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Renfrew Electric Co., Ltd., Renfrew.
Tallman Brass & Metal Co., Hamilton.

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Landers, Frary & Clark, New Britain.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.

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Duncan Electric Co., Montreal.
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Duncan Electrical Co., Montreal.
Factory Products, Toronto.

Electric Tools
John Oakey & Sons, Ltd., London, Eng.

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John Oakey & Sons, Ltd., London, Eng.
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Berry Bros., Walkerville, Ont.
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Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
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Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son, Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Spielmann Agencies, Montreal.

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Steel Trough & Machine Co., Tweed, Ont.

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Nicholson File Co., Port Hope.
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Marble Arms & Mfg. Co., Gladstone, Mich.
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Walter Belyea, Winnipeg.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Walter Belyea, Winnipeg.

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Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

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Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

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Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Trimont Mfg. Co., Roxbury, Mass.
The Stanley Works, New Britain, Conn.

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Thos. Davidson Mfg. Co., Montreal.

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The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Darling Bros., Ltd., Montreal.
Steel Trough & Machine Co., Tweed, Ont.

Gasolene Pumps
Steel Trough & Machine Co., Tweed, Ont.

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McGregor-Banwell Fence Co., Walkerville, Ont.

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A. Ramsay & Son Co., Montreal.

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G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

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Toronto Plate Glass Importing Co., Ont.

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Buck Bros., Milbury, Mass.

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Pedlar People, Oshawa, Ont.

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Cleveland Stone Co., Cleveland.
Millers Falls Co., Millers Falls, Mass.
Richards-Wilcox Mfg. Co., London.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cushman Motor Wks., Ltd., Winnipeg.

Grinders, Tool and Sickle
American Grinder Mfg. Co., Milwaukee, Wis.
Cleveland Stone Co., Cleveland, Ohio.

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American Grinder Mfg. Co., Milwaukee, Wis.
Cleveland Stone Co., Cleveland, Ohio.

Grinding Compound
The Carborundum Co.

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These goods are standard goods of a high quality and are guaranteed as represented.
Ask for Catalogue.
The Eureka Planter Co. Ltd., Woodstock, Ont.

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Made only by
Ontario Lantern & Lamp Co.,
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The PARMENTER BULLOCH CO., Ltd.

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K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
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COMMERCIAL UNDERWRITERS
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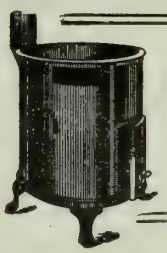

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You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
PERTH, ONT.

DON'T STOP ADVERTISING.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

LARGEST CANADIAN DEALER

ADEL. 760 WASTE PAPER
E. PULLAN TORONTO

C. S. TURNER CO.

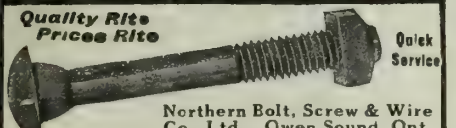
147 Bannatyne Ave. East, Winnipeg
Manufacturers' Agents
Excellent Storage, Forwarding, and Distributing Facilities.

ENAMELLED STEEL BATH

Body made of high-grade galvanized steel, finished on the inside with three coats of Pure White Enamel.
A VERY ATTRACTIVE, DURABLE BATH AT A SMALL PRICE. Write for full details.
The Steel Trough & Machine Co., Limited, Tweed, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite
Quick Service



Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

This space would cost you only $1.00 per issue for one year.

If interested, tear out this page and keep with letters to be answered.

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Guns
Caverhill, Learmont & Co., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co., Windsor, Ont.
Ross Rifle Co., Quebec.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Toronto.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Halters
Samuel Trees & Co., Ltd., Toro

Hammers
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
Walter Belyea, Winnipeg.

Hand Lanterns
Interstate Electric Novelty Co., Toronto.

Hand Screws
National Machinery & Supply Co., Ltd., Hamilton.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain.

Hardware, Metal Window
The Stanley Works, New Britain.

Harness
Samuel Trees & Co., Ltd., Toronto.

Halters
G. L. Griffith & Son, Stratford, Ont.

Harvest Tools
H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools
F E. Myers & Bros., Ashland, Ohio.

Hay Wire
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Heating Drums
Collins Mfg. Co., Toronto.

Hinges
Canada Steel Goods Co., Hamilton.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.

Hinges, Spring
Chicago Spring Butt Co., Chicago.

Hockey Sticks
Still, J. H., Mfg. Co., St. Thomas.

Hollow Handle Tool Sets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hooks
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire
The Laidlaw Bale-Tie Co., Hamilton.
The Steel Co. of Canada, Ltd., Ham-ton.

Hooks, Conductor
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Hooks, Moulding
The Andrew B. Hend.ix Co., New Haven, Conn.

Hooks, Hat and Coat
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
D. Ackland & Son.
The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn
Canadian Consolidated Rubber Co. Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.

Horse Blankets
Samuel Trees & Co., Ltd., Toronto.

Horse Collars
Samuel Trees & Co., Ltd., Toronto.

Horse Covers
Canadian Consolidated Rubber Co., Montreal.

Hot Plates
Collins Mfg. Co., Toronto.

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Wm. Cane & Sons, Newmarket, Ont.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.

Incubators
Collins Mfg. Co., Toronto.

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B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
London Rolling Mill Co., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

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D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt.
F. E. Myers & Bros., Ashland, Ohio.

Ironing Boards
Schultz Bros., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto
Richards-Wilcox Canadian Co., London, Ont.

Japans
Berry Bros., Walkerville, Ont.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Joist Hangers
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets
Stratford Mfg. Co., Ltd., Stratford,

Knife Polish
Jno. Oakey & Sons, Ltd., London, Eng.

Knives, Hunting and Fishing
Geo. Butler & Co., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Brita. Conn.

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J. E. Beauchamp & Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf
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Richards-Wilcox Canadian Co., London, Ont.

Lampblack
Barton Netting Co., Ltd., Windsor.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.

Lanterns, Gasoline
National Stamping & Electric Wks., Chicago, Ill.

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Samuel Trees & Co., Ltd., Toronto.

Latchets
The Stanley Works, New Britain.

Lawn Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Lawn Mowers
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees
J. E. Beauchamp & Co., Montreal.
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Stratford Mfg. Co., Stratford.

Lawn Swings
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Liquid Glue
The Reliance Ink Co., Limited, Winnipeg, Man.

Lead Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

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Goodell-Pratt, Greenfield, Mass.
Henry Disston & Sons, Toronto.
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont.

Machinery Metal Workers
Brown, Boggs Co., Hamilton.

Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

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Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co , Glasgow, N.S.
The Stanley Works, New Britain.
Spielmann Agencies, Montreal.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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The International Nickel Co., New York, N.Y.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Steel Co. of Canada, Limited, Hamilton.
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Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N. S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son., Montreal.

Oilers
Thos Davidson Mfg. Co., Montreal.

Oil Cake
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Darling Bros., Ltd., Montreal.

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Banwell-Hoxie Fence Co., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

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Canada Wire & Iron Goods Mfg. Co. Hamilton.

Packing
Canadian Consolidated Rubber Co. Montreal.

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Berry Bros., Ltd., Walkerville, Ont.
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Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
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Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

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General Sales Co., Toronto.

Paris Green
Canada Paint Co., Montreal.

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Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Canada Metal Co., Toronto.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roo'ng Co., Winnipeg.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Millbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plaster of Paris
Belyea, Walter, Winnipeg, Can.

Plugs, Electricians'
Canadian Consolidated Rubber Co., Montreal.

Poultry Netting
Caverhill Learmont & Co., Montreal.
Rice Lewis & Co., Toronto.

Poultry Supplies
Collins Mfg. Co., Toronto.
Rideau Specialty Co., Smith Falls, Ont.

Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
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Order These Padlocks Now

To the Left.

200E—4¾" Opening in Shackle, 2" Steel Jap. Case, $4.50 per doz.

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200—1" Opening in Shackle, 2" Steel Jap. Case, $3.50 per doz.

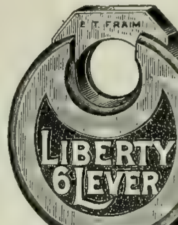
206—⅞" Opening in Shackle, 1⅝" Steel Jap. Case, Brass Plate, $3.00 per doz.

Steel Rod. Nickel plated Shackle that flies open to quarter-turn position when unlocked. Brass shackle stop. All brass inside works. 2 Corrugated Keys. 6 Changes. Self-locking.

No. 1350. Bicycle Asst. (to the Right)—1-3 doz. 1⅝ Steel Jap. Case, 10½ N.P. Safety Chain, $2.50 doz. 1-3 doz. 1½ Brass Plated Case, **10½** N.P. Safety Chain, $2.50 doz. 1-3 doz. 1¾ Brass Plated Case, 10½ N.P. Safety Chain, $2.50 doz. Spring Shackles, self-locking, Ward, lever construction, 6 changes, 2 steel keys. Each.

No. 1130. Asst. (to the Left)—1-3 doz. No. 470, 1 3-16 Case, ⅝ Opening in Shackle, $4.50 per card; 1-3 doz. No. 473, 1¾ Case, ¾ Opening in Shackle, $4.50 per card; 1-3 doz. No. 69, 2⅛ Case, 1 Opening in Shackle, $4.50 per card. Steel Rod. Nickel plated Shackle that flies open to quarter-turn position when unlocked. Solid brass case. Design in black enamel relief.

No. 471 Caddy—Same as 470, only with 1⅝ opening in Shackle. 2 Corrugated Keys. Each 6 Changes.



No. 80. Shown above. 2¼" Antique Copper Case and Shackle. Six brass levers. Spring shackle. 2 Keys. 12 Changes. Self-locking. $4.50 per doz.

No. 34. Shown above. 1⅝" Steel Jap. Case, Malleable Iron Spring Shackle, Ward and Lever Construction, Self-locking. 2 Keys. 12 Changes. $1.35 per doz.

Here are some splendid values in dependable padlocks. All made by well-known manufacturers. You may be sure they will give satisfactory service to your customers and enhance your reputation for good hardware at right prices.

Look over your stock at once, and send us an order for your needs. We can make prompt shipment.

All prices are Net F.O.B. Toronto.

Lyons & Marks

38 Yonge Street, Toronto

It Pays
It Sells

MENDETS

A PATENT PATCH

Here is the simplest product on the market for mending leaky pots and pans, kettles, rubber bags, and tires without rivets or solder.

Every home needs mendets—why not sell it? It will make fast friends for you.

Send for FREE Counter Display Containers

Write for particulars

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Collette Mfg. Company, Collingwood, Ont., Canada

Mr. Merchant

See that your clerks and department heads read this paper regularly, it will increase their efficiency. Watch closely advertisements for new selling arguments, it will help increase sales. There is always room for the man who knows.

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Pulleys
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.
Darling Bros., Ltd., Montreal.

Pumps, Iron
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Rakes, Lawn
Doust Specialty Co., Toronto.

Ranges
Thos. Davidson Co., Montreal.

Rat Traps
Canada Wire & Iron Goods Mfg. Co. Hamilton.

Rasps
Henry Disston & Sons, Toronto.

Razors
Geo. Butler & Co., Ltd., Sheffield.
Jonathan Crookes & Son, Sheffield Eng.
Gillette Safety Razor Co., Montreal.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain Conn.
Spielmann Agencies, Montreal.

Razor Hones
Carborundum Co., Niagara Falls, N Y

Reamers
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead
Brandram-Henderson Co., Montreal.

Registers
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Refrigerators
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Reinforcing Concrete
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
McGregor-Banwell Fence Co., Walkerville, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg Man.
The Steel Co. of Canada, Ltd., Hamilton.

Repair Gum
Adamson Mfg. Co., Hamilton.

Revolvers
Colt's Patent Fire Arms Co., Hartford, Conn.
Johnson's, Iver, Arms & Cycle Wks Fitchburg, Mass.

Rifles
Remington-Arms U-M-C Co., Windsor.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.

Roofing
Bird & Son, Hamilton.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Walter Belvea, Winnipeg

Roofing Supplies
Bird & Son, Hamilton.
Metallic Roofing Co., Toronto and Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Rope
Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Corage Co., North Plymouth, Mass.

Runways, Electric
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal.

Saddlery Hardware
Samuel Trees & Co., Toronto.

Safety Razors
Gillette Safety Razor Co., Montreal.
Spielmann Agencies, Montreal.

Sanitary Closets
Wakyte Mfg. Co., Winnipeg, Man.

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E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Saws, Cross-Cut
E. C. Atkins & Co., Hamilton.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.

Saws, Circular
E. C. Atkins & Co., Hamilton.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Saws, Hand
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scales
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton

Scythe Stones
The Carborundum Co., Niagara Falls, New York.
The Cleveland Stone Co.

Seeders
Eureka Planter Co., Woodstock, Ont.

Shears, Scissors
Henry T. Seymour Shear Co., New York.
Landers, Frary & Clark, New Britain.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works Lonon, Ont.

Shock Absorbers
Richards-Wilcox Canadian Co., London, Ont.

Shot Guns
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Caverhill, Learmont & Co., Montreal.

Sieves and Screens
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Silo Irons
Canada Wire & Iron Goods Mfg. Co. Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Roofs
Metallic Roofing Co., Ltd. Toronto Winnipeg, Man.

Silverware
Geo. Butler & Co., Ltd., Sheffield, Eng.

Oneida Community, Ltd., Oneida, N.Y.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Sliding Door Hardware
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Canada Steel Goods Co., Hamilton.
Richards Wilcox Canadian Co., London.

Smoke Stacks
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Steel Trough & Machine Co., Tweed, Ont.

Snips, Tinners'
Brown, Boggs Co., Hamilton.

Snow Shovels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Spark Plugs
Champion Spark Plug Co., Toledo, Ohio.
Interstate Electric Novelty Co., Toronto.

Sponges
Evans & Co., Montreal.

Sporting Goods
Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Sprayers
Collins Mfg. Co., Toronto.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Stable Fitting Steel
Beatty Bros., Ltd., Fergus, Ont.
The Dennis Wire & Iron Works, London, Ont.

Stains, Shingle
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Staples
Frost Steel & Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain, Conn
J. E. Beauchamp & Co., Montreal.

Steel Factory Equipment
Steel Trough & Machine Co., Tweed, Ont.

Steel, Mat
J. E. Beauchamp & Co., Montreal.

Sleighs
J. E. Beauchamp & Co., Montreal.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton. Winnipeg, Man.

Stencils
Hamilton Stamp & Stencil Co., Hamilton Ont.

Stepladder Chairs
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford

Store Ladders
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces
Thos. Davidson Mfg. Co., Montreal
Pease Foundry Co., Toronto.

Stoves, Sheet Iron
Collins Mfg. Co., Toronto

Stove Pipes
Collins Mfg. Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Samuel Trees & Co., Ltd., Toronto.

Switches, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books
MacLean Publishing Co., Toronto.

Threshing Tools
Pratt & Whitney Co., Dundas, Ont.

Thimbles
Collins Mfg. Co., Toronto.

Ticket Punches
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips
Bridgeport dwe. Mfg. Corp., Bridge- Ont.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plates
A. C. Leslie & Co., Montreal.
Wheeler & Bain, Toronto.

Tinware
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage
Canadian Consolidated Rubber Co., Montreal.

Tire Chains
McKinnon Chain Co., St. Catharines, Ont.

Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

Toasters
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. E. Beauchamp & Co., Montreal.

Tools
Buck Bros., Milbury, Mass.
R. Dillon & Sons, Oshawa.
The Goodell-Pratt Co., Greenefield, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co. Ltd., Dundas.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Shefield, Eng.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.
Cleveland Stone Co., Cleveland, Ohio

Tool Grinders
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools
J. H. Still Mfg. Co., St. Thomas.

Toys
J. E. Beauchamp & Co., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Schultz Bros. Co., Brantford.

Track, Barn Door
Allith Mfg. Co., Hamilton.
Canada Steel Goods Co., Hamilton.
Richards Wilcox Canadian Co., London, Ont.

Track Systems
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto

Troughs, Steel, Water and Hog
Steel Trough & Machine Co., Tweed, Ont.

Trucks, Feed, Floor and Platform
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber
Canadian Consolidated Rubber Co., Montreal.

Vacuum Cleaners.
Daisy Vacuum Cleaner Co., Birmingham, Eng.

Vacuum Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Gipe-Hazard

—the name of a Cash Carrier, the name also that stands for a system—a mighty good system for conducting Cash Transactions and charge ones as well. Worth knowing about—and the 4-page Circular we want you to send for will make you think—because it touches on real things.

A post card request will suffice, but please act to-day.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York, Montreal, Philadelphia, London, Eng.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

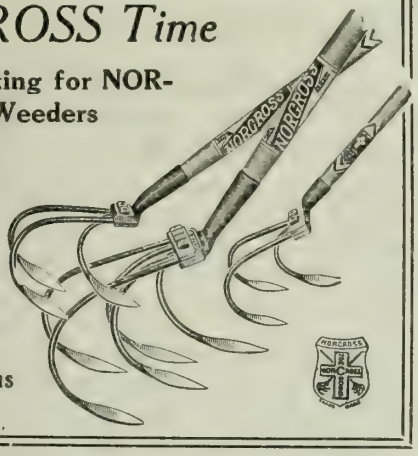
It's NORCROSS Time

Farmers will be asking for NORCROSS Hoes and Weeders

Norcross Hoes and Weeders are better than the ordinary—they cultivate closer without any injury to plants, leaving the soil loose, level and untrampled.

Sell Norcross Tools and reap a larger profit—they have the quality and give service that satisfies.

Drop a card for particulars.



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Bushnell, Ill, U.S.A.

The World's Best

Poultry Leg Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

Prices for those shown in cut F.O.B. destination in Canada:

		Size.	100	500	1,000
Three Spiral Bands (in 10 colors)					
" " " "		1, 1A, 2 & 3	$0 75	$3 00	$5 50
" " " "		4 & 6	1 10	5.00	9 50
" " " "		7 & 8	1 20	5 25	10.25
" " " "		9	1 25	5 75	11 00
Single " " "		1, 1A, 2 & 3	.65	2 25	4 00
" " " "		4, 6 & 7	.75	3.25	5 50
" " " "		8 & 9	90	3 75	7 00
Challenge and Leader Adjustable and Double Clinch			65	2 75	5 00
Smith Sealed Bands (no duplicate numbers)			1 30	6 25	11 75

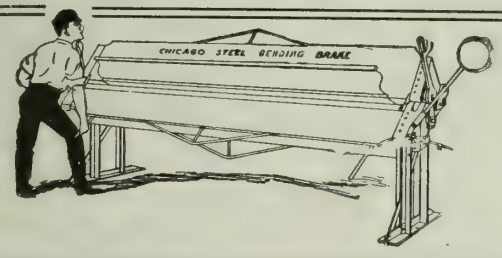
Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots
Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company

Manufacturers of **Cattle Ear Markers and Poultry Leg Bands**

SMITHS FALLS - - - - ONTARIO



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

Arctic Metal

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.

We guarantee every pound.

Tallman Brass & Metal Co.

HAMILTON, ONT.

If interested, tear out this page and keep with letters to be answered.

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R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg

Ventilators
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

Vulcanizing Rubber
Adamson Mfg. Co., Hamilton.

Wall Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wallboard
Belyea, Walter, Winnipeg, Can.
Bird & Son, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd., Hamilton.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Wagon Jacks
D. Ackland & Son.
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Washers
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Waste Baskets
The Dennis Wire & Iron Works, London, Ont.

Washers, Iron
J. E. Beauchamp & Co., Montreal.
Wrought Washer Mfg. Co., Milwaukee.

Water Bowls for Animals
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Whips
Samuel Trees & Co., Ltd., Toronto.

Whisks
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

Whistles, Steam
T. McAvity & Sons, St. John, N.B.

White Lead
Brandram-Henderson Co., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Sherwin Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co. Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Steel & Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Products
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
G. F. Stephens & Co., Winnipeg.

Woodenware
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing
Banwell Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Hamilton.
McGregor-Banwell Fence Co., Ltd.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATION VACANT

WANTED — HARDWARE CLERK, GOOD salesman. State experience and salary wanted. Apply Box 51, Meyronne, Sask.

A FIRST-CLASS TINSMITH — STEADY work; also a man of two or three years' experience; references required; state wages wanted. Box 424, Hardware and Metal, Toronto.

TWO CLERKS FOR FIRST-CLASS HARDware store in Toronto. One junior, and one with 2 to 4 years' experience. Give full particulars and state salary wanted. Good opportunity for advancement in good store. Box 441 Hardware and Metal.

WANTED—THOROUGHLY EXPERIENCED hardware man for general store in Saskatchewan town. Must be a good aggressive salesman. State age, experience fully, nationality, church connection, whether married or single, and salary expected. Must be total abstainer from liquor and tobacco. Box 438 Hardware and Metal.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

MANUFACTURERS' AGENT WANTS ANother good, saleable line to sell on commission to the hardware trade in London, Ontario, or London and surrounding territory. Energetic representation assured. References given. E. L. Williams, 192 Cheapside Street, London, Ont.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

PAPER BALERS

THERE IS MONEY IN USING AND SELLing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. **General Sales Co., Stair Bldg., Toronto.**

SITUATIONS WANTED

HARDWARE CLERK SEEKS POSITION—12 years' experience. Can take charge. Box 433, Hardware and Metal, Toronto.

SHEET METAL WORKER WITH 13 years' experience, is open for engagement after March. Can take charge of shop. Can do plumbing. Box 432, Hardware and Metal.

WANTED — POSITION IN HARDWARE line. Wholesale, travelling and retail experience. Capable of managing store. Box 439 Hardware and Metal.

YOUNG MAN EXPERT TRAINING AND long practical experience, familiar with price detail and buying, desires a responsible position with jobber or manufacturer. $1,800 to $2,000 to start and good opportunity. Address Box 437 Hardware and Metal.

EXPERIENCED HARDWARE MAN, NOW in the employ of a large Canadian house, is anxious to better his position; has wide wholesale and retail experience. Anxious to locate in Montreal or Winnipeg. Position must be permanent and salary good. If you have need of such help, here is a man who will give you value for every cent invested in his salary. Box 431, Hardware and Metal, Toronto.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

FOR SALE

TINNER'S TOOLS FOR SALE CHEAP. Lock Box 503, Hanover.

FOR RENT — TINSHOP AND TOOLS — good opening for good mechanic. Apply Box 51, Orangeville, Ont.

A 640 ACCOUNT McCASKEY REGISTER —practically new; will sell cheap for cash; reason for selling, doing a cash business; can recommend register. R. A. Wells, Dresden, Ont.

PLUMBING AND TINSMITHING, EASTERN Ontario town 1,500, water works, etc. No opposition. Small stock. Good price for a quick sale. Apply Box 436 Hardware and Metal.

HARDWARE, TINWARE, GRANITEWARE, stove business for sale. Having a large sheet metal and furnace trade. Stock including tools and fixtures $3,500. Annual turnover around $18,000. No opposition. Town in Saskatchewan of 1,700 population. Centre of mixed farming district. Rental $50.00. Stock well bought. Cash deal only. Box 132 Kamsack.

WELL ESTABLISHED GENERAL STORE business and dwelling in lively western town; turnover $100,000 yearly. Hardware, groceries and dry goods. A good proposition for the right party. Good reasons for selling. Apply to Box 435, Hardware and Metal, Toronto.

HARDWARE STOCK IN THE TOWN OF South Porcupine, right in the heart of the great Porcupine gold fields. Stock is clean, well assorted and mostly bought before the heavy advances. Will run about $7,000.00. Spring lines booked at prices very much below present market. Best stand in town. Will either sell or rent property. Doing a fine, profitable business, which promises continual increase. Splendid chance for two young men. Best reasons for selling. Will be off market unless sold by March 15th. Write or wire the owner. H. N. Joy, South Porcupine, Ont.

BUSINESS WANTED

WANTED—SMALL HARDWARE IN LIVE town. Apply Box 440 Hardware and Metal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

SIGNS AND SHOW CARDS

GLASS, WOODEN AND BRASS SIGNS. W. H. Stevenson, Stevenson Bldg., Toronto.

Wakyte Barrel Hoist and Truck

Is something every Merchant needs. With it one man can easily hoist a heavy barrel to the position shown and move it to any location desired in a few minutes. They are very inexpensive, and save so much time and labor you cannot afford to be without them.

Write for particulars.

Wakyte Mfg. Company
259-261 Stanley Street, Winnipeg

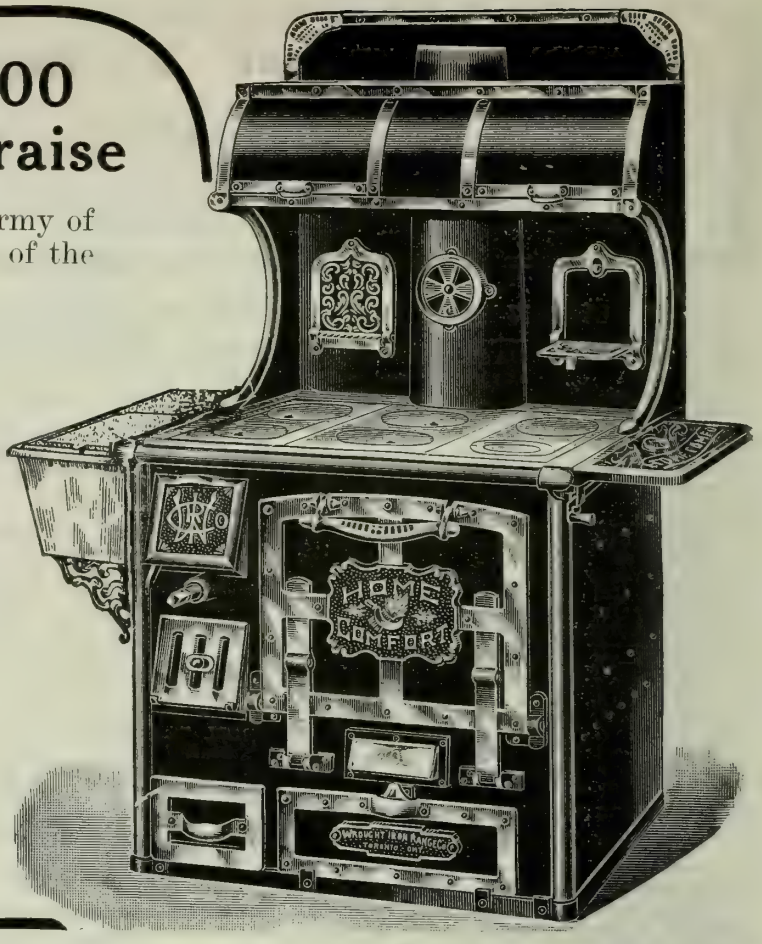
An Army of 50,000 All Speaking its Praise

Think what it means to you to have an army of 50,000 satisfied users speaking the praise of the HOME COMFORT Range.

Sell this range and let this mighty force of mouth-to-mouth advertising help your business.

HOME COMFORT Range is the ideal range for the housewife. Its perfection is largely due to suggestions received from the housewives themselves.

The HOME COMFORT Proposition is a live one. Let us send you full particulars. Write to-day.



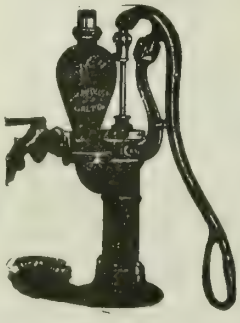
Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West TORONTO, Ont. Factory: 22 Orillia St.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

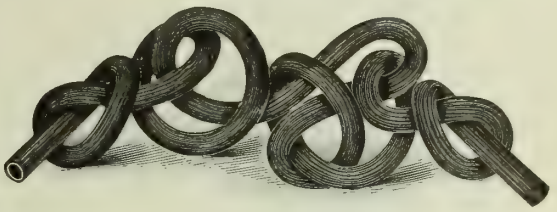
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink



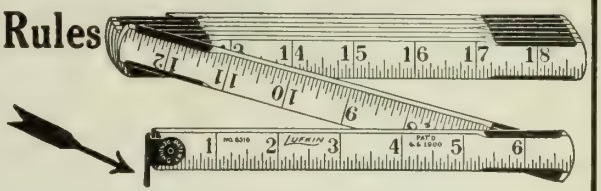
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

WITH FOLDING HOOK



ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS

Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

TINKER TOM'S TALKS.

Talk Number Ninety-two

Three things to love—

THE WISE, THE VIRTUOUS, and THE INNOCENT.

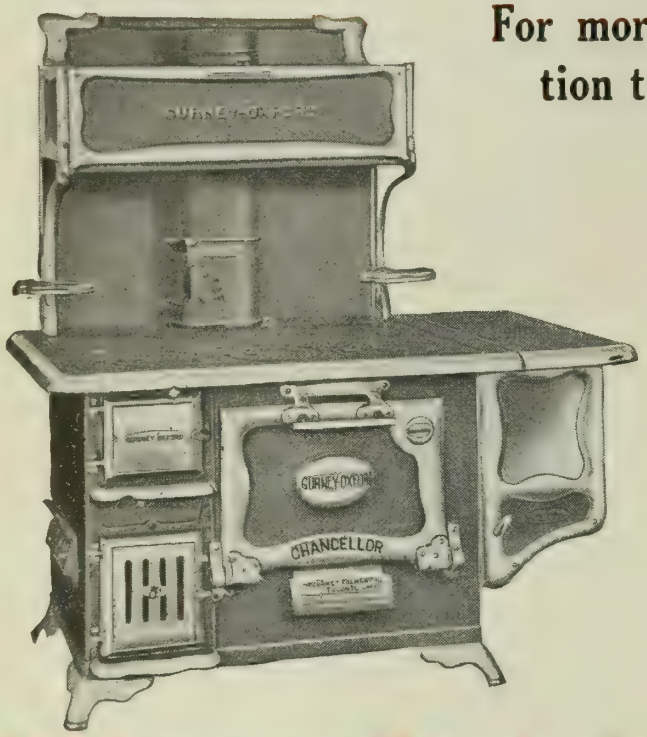
They say that dogs and children rarely misplace confidence in man, and it's the same with the tinkers who believe in "PREMIER" Made-in-Canada GALVANIZED SHEETS.

TINKER TOM.

Look for Talk No. 93 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

The Prestige of the Gurney-Oxford Line is a Real Trade Magnet



For more than 20 years before Confederation the name Gurney meant enduring quality in the stove world

Many of you dealers (and thousands of your "best" customers) had the meals of your babyhood cooked on Gurney-Oxford stoves.

And so had your fathers before you.

And not only does the Gurney-Oxford name mean service and quality to the public, but Gurney Sales-methods and service to our dealers have always blazed the trail to bigger, broader, more profitable merchandizing methods.

1916 was a Wonderful Gurney-Oxford Year

1917 will beat it

Last year we took the revolutionary step of standardizing and advertising the retail selling prices of our stoves.

Some dealers were skeptical as to the results—for a while, a very little while only.

Where are the skeptics to-day? We don't know. Where are the eager, enthusiastic, business-getting, satisfied Gurney-Oxford dealers to-day? EVERYWHERE.

There have been more Gurney-Oxfords sold in the last twelve months, due to our Special Selling Plan than our dealers dreamed possible.

Gurney Foundry Co., Limited

Toronto, Canada

MONTREAL HAMILTON WINNIPEG CALGARY VANCOUVER

HARDWARE AND METAL

Vol. XXIX
No. 11

PUBLISHED EVERY SATURDAY SINCE 1888

March 17
1917

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

The S-W Trade Mark is a Sales Producer

Throughout the length and breadth of Canada practically every person knows the high quality products that have made the S-W Trade-Mark famous the whole world over.

Each year there is an ever increasing number of paint users who insist only on S-W Products, because experience has given them a comfortable confidence that a definite and satisfactory result may be expected in their use.

This preference is a remarkable asset to merchants whose stores are marked by the "S-W Full Line Agency" sign, for it gives a quality character to everything he sells, which helps to increase sales.

Let us tell how the S-W Trade Mark can produce sales for you.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER
LONDON, ENG.
Head Office: MONTREAL

"VICTOR" and Vanquished

The pan of every VICTOR Trap is stamped with a "V"

See the

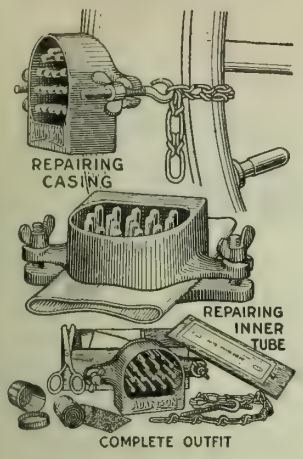
ONEIDA COMMUNITY, LTD., Niagara Falls, Ont.

Be sure you have good stocks for spring muskrat trapping. Furs are high.

ADAMSON Vulcanizers

Model "U"

FOR TUBES AND CASINGS



The tire is repaired without deflating or removing it from the car.

Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing weight 4 lbs. $3.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

Yale Products **Made in Canada**

It is far more important to a dealer than any first sale profit to know the customer is going to be so well satisfied that he will come back again. That is the sort of trade the Yale line builds.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

1835 JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK, U.S.A. 1917

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

If interested, tear out this page and keep with letters to be answered.

"Universal" Kitchen Efficiency Contest

APRIL 9th TO 14th

Three Handsome Prizes For The Ladies, In Every "Universal" Town

WHERE THE DEALER "JUMPS IN"

To stimulate early season sales, for the Big-Three Universal Aids to good housekeeping, we will conduct, through the retail trade, during the month of April, a nation-wide, Universal Kitchen Efficiency Contest.

To each dealer ordering, between February 1st to March 15th,

1 dozen UNIVERSAL Food Choppers
½ dozen UNIVERSAL Bread Makers
½ dozen UNIVERSAL Aluminum Coffee Percolators

the factory will, upon notification to that effect, send direct to such dealers, without charge, except for transportation, the items listed below, to be given by the dealer as free prizes to his trade:

No. 1—A Universal Nickel Plated Coffee Machine, to be presented to the woman customer who submits, during the week of April 9th to 14th inclusive, what shall be judged to be the **best loaf of bread.**

No. 2—A Universal Steak Carving Set to the woman among their customers submitting the best **reason for using** a Coffee Percolator.

No. 3—A Universal Tea Ball Tea Pot, of imported enamelware and nickel silver Tea Ball, for the **best original recipe** submitted for a dish in the preparation of which a **Food Chopper** is used.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U.S.A.

Canadian Representatives: A. Macfarlane & Co., Montreal

FILL IN—TEAR OFF—MAIL THE COUPON SHOWN BELOW

Landers, Frary & Clark, New Britain, Conn. Feb.....1917

Gentlemen:—Please send us 6 "Universal" Percolators, 6 "Universal" Bread Makers, 1 doz. "Universal" Food Choppers, through.....Jobber's Name

Assorted as follows Bread Makers.....(No. 2).....(No. 4).....(No. 44).....(No. 8)
Food Choppers.....(No. 0).....(No. 1).....(No. 2).....(No. 3)
Percolators...(No.....).....(No.....) ..... (No.....) ..... (No.....)

We should like forwarded direct, free of charge, Nickel Plated Coffee Urn, a pair of Stag Handled Carvers, an Enameled Tea Ball Tea Pot to use as prizes in the "Universal" Kitchen Efficiency Contest, also the advertising matter as checked below.

[ ] Window Streamers Announcing Contest [ ] Special Contest Cards for Displaying Prizes
[ ] Percolator Cards [ ] Food Chopper Cards [ ] Bread Maker Trim
[ ] Booklet in Color for March 31st Statements and Counter use .....
[ ] Street Car Cards.....[ ] Newspaper Ads. .....(8½ x 10).....(7 x 4½)

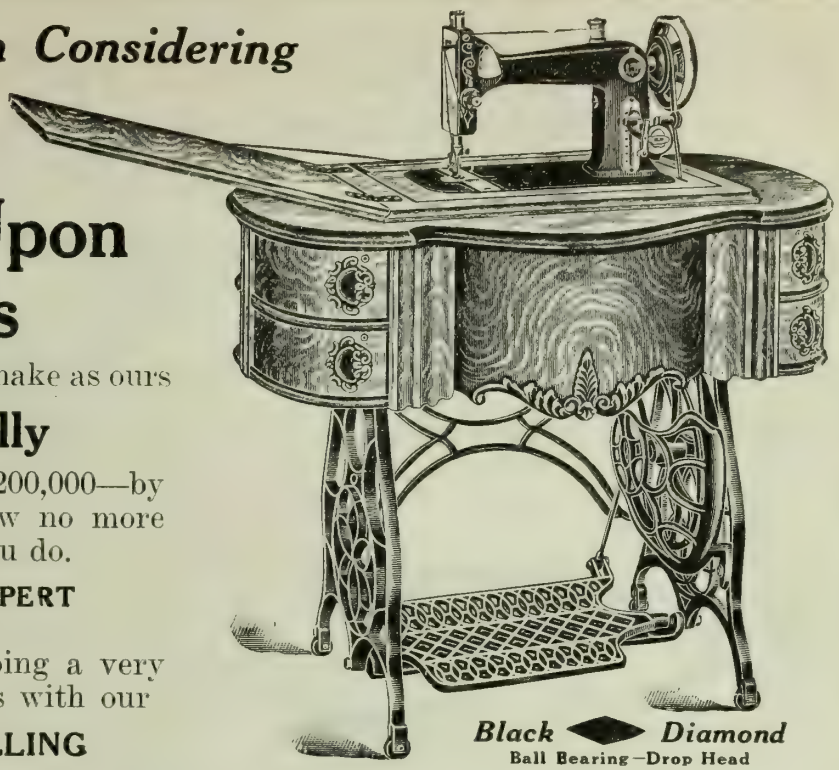
Quantity Quantity Quantity

Firm Name .....

Address.....

If interested, tear out this page and keep with letters to be answered.

This is Worth Considering



Thousands Upon Thousands

of sewing machines of the same make as ours

Are Sold Annually

in the United States—about 200,000—by Hardware Merchants who know no more about Sewing Machines than you do.

YOU NEED NOT BE AN EXPERT to handle OUR Line

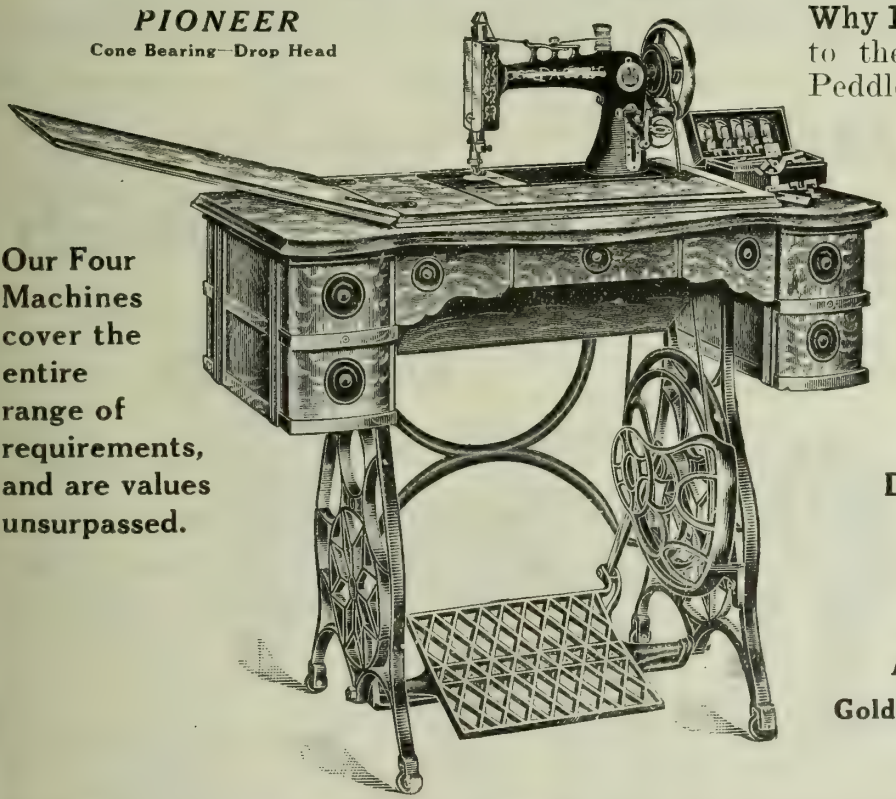
Many Canadian Dealers are doing a very pleasing and profitable business with our

FOUR EXCELLENT SELLING

Black Diamond
Ball Bearing—Drop Head

SEWING MACHINES

PIONEER
Cone Bearing—Drop Head



Why Pass up a Profitable Business to the Sewing Machine Agency, Peddler or Dry Goods Store.

Sewing Machines in *YOUR* Store will attract the women—which means more Carpet Sweepers, more Freezers, more Food Choppers and more Kitchen and Household goods sold. They buy a lot of that sort of stuff from other people which you could make them buy of *you*.

Our Four Machines cover the entire range of requirements, and are values unsurpassed.

DON'T KEEP PUTTING IT OFF

Start Now

WRITE FOR PRICES ON

BLACK DIAMOND

Gold Coin **Queen of the West**

Pioneer

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

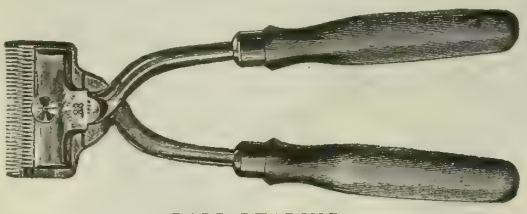
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

PRIEST'S HORSE and TOILET CLIPPERS

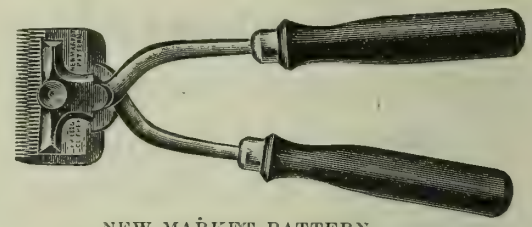
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

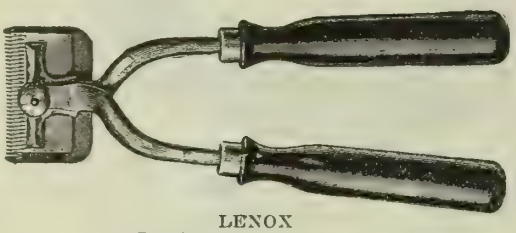
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

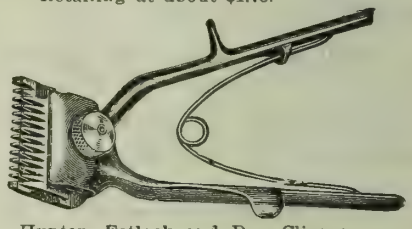


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES

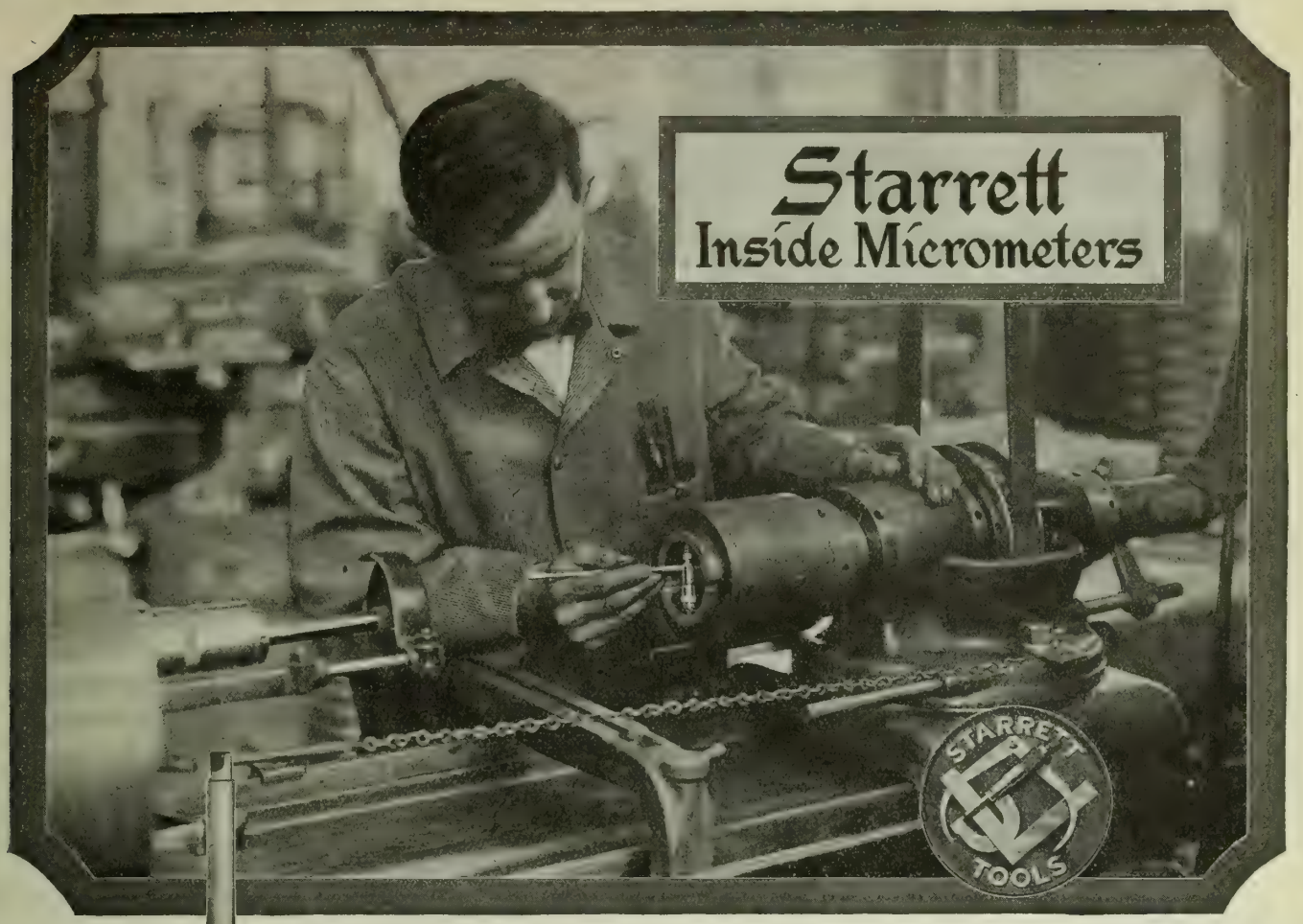
Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.
Department M.
12-14-16 Johnston Street, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.



W. L. Brodeur
at Heald
Machine Co.
Worcester, Mass

Maintaining Accuracy on Inside Measurements

When grinding inside diameters, the progress of the work can be checked up properly only if fine measuring instruments of great accuracy are used.

To insure the necessary degree of accuracy on internal grinding, practical machinists use the Starrett Inside Micrometer. This serviceable tool assures accuracy from 2 to 32 inches, depending upon the various lengths of rods used. Standard gages or rings are furnished to slip under the collars to extend the rods.

Contact surfaces are hardened, and provisions made to adjust for wear. The auxiliary handle is very handy in taking measurements in deep holes and other places where this micrometer could not otherwise be used. It accompanies sets only when ordered.

Study the Starrett catalog No. 21MA and become familiar with the uses for this micrometer and other tools which are not familiar to you. Complete knowledge of the Starret line of 2100 styles and sizes of fine tools will help you in making sales. Write for copy to-day.

The L. S. Starrett Co., Athol, Mass

The World's Greatest Toolmakers

42-627

If interested, tear out this page and keep with letters to be answered.

"Frost River" Refrigerators

Made entirely of Sheet Steel

GALVANIZED

Will last a life-time

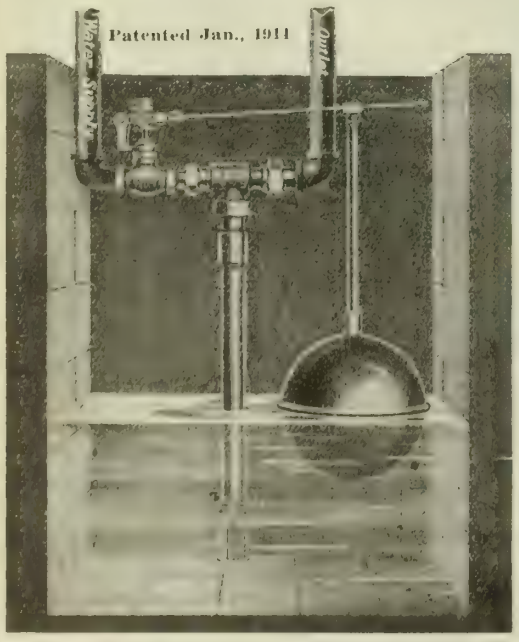
THE MOST SANITARY REFRIGERATORS MADE AND ARE THE VERY ACME OF CLEANLINESS.

MADE IN THREE DIFFERENT SIZES. WRITE FOR PRICES TO-DAY. ORDERS WILL BE SHIPPED PROMPTLY.

The Thos. Davidson Mfg. Co.
Limited

Toronto Montreal Winnipeg

MORRISON Automatic Cellar Drainer



A simple, durable, automatic device for draining cellars, wheel pits, furnace pits, cesspools, foundations, and for any purpose where it is necessary to remove water economically from one level to another by water pressure.

The operation of the machine is extremely simple, being actuated by the raising or lowering of float as the water level changes in the pit. It operates purely by water. With our patented improvement it works under a far greater range and gives much larger capacities than any other device on the market, so far as we know, operating as low as 10 lbs. water pressure.

The operating limits of other types of cellar drainers range from 15 to 18 feet lift. The Morrison machine lifts as high as 30 feet at 60 lbs. pressure.

All working parts above water. Nothing to get out of order.

The James Morrison Brass Mfg. Company, Limited

93-97 Adelaide St. W., Toronto

HOWLAND'S
SAMSON
QUALITY
H. S. HOWLAND, SONS & CO.
TORONTO

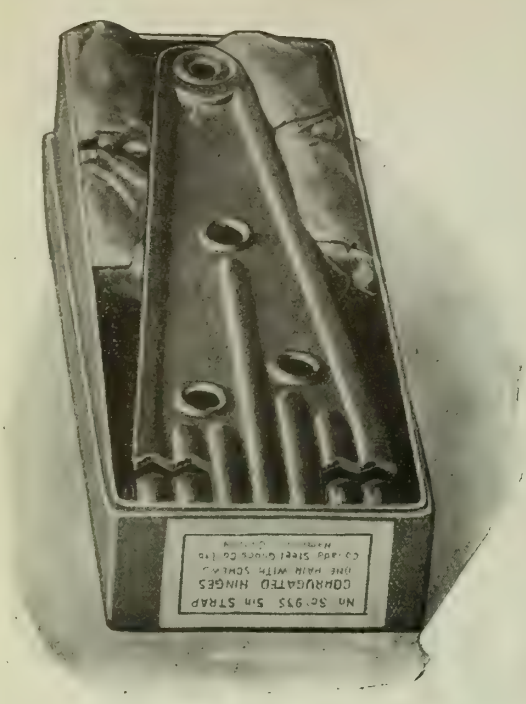
The highest standard is still maintained in the

"SAMSON" BRAND

Quality has not been slighted to conform with present abnormal manufacturing conditions.

H. S. HOWLAND, SONS & CO. LIMITED
WHOLESALE HARDWARE
TORONTO

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

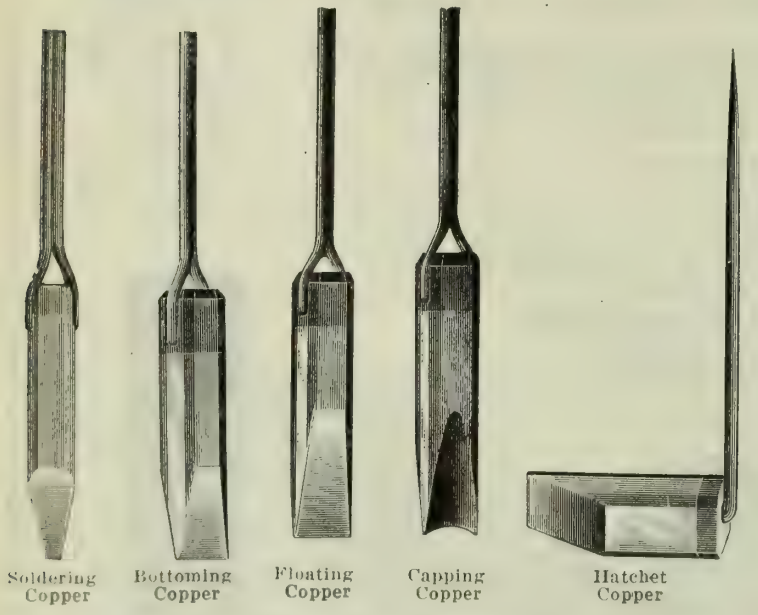
Don't forget the prefix "SC"!

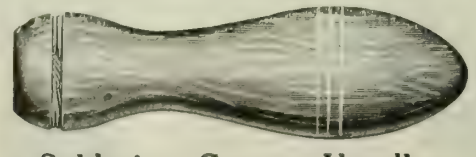
Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

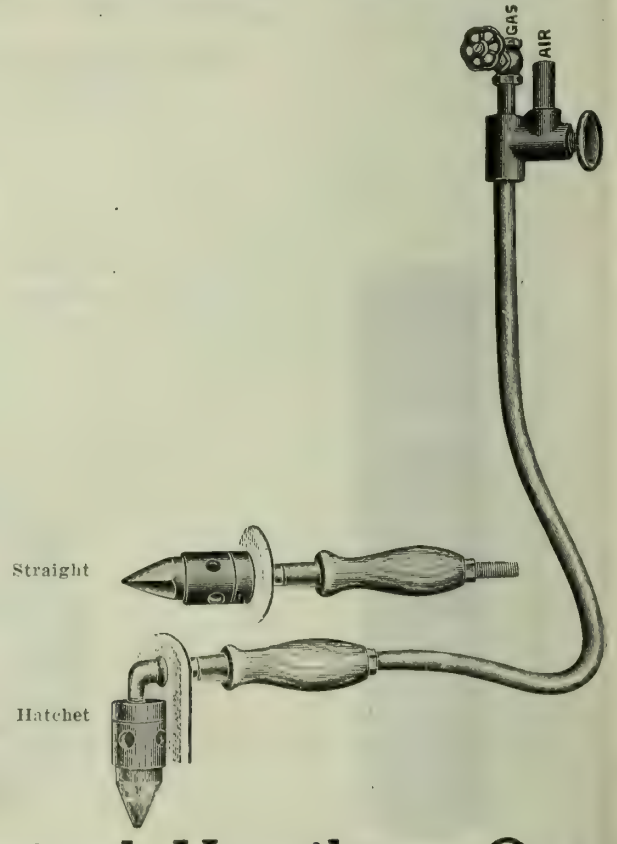
Soldering Coppers





Soldering Copper Handles

Gas Soldering or Heating Coppers



The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.

Quality

THE leader in every industry, to maintain his lead, must safeguard the quality of his products.—Rigid inspection and careful supervision are important factors.—To products of iron and steel this principle applies with tremendous force.—It means safety, security and stability.—We safeguard the quality of our products, believing quality will be recognized long after the price is forgotten.

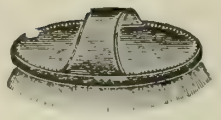
Service

OUR customers must be served. One of the dominating factors in any successful business is Service.—We succeed only through the good will and good wish of the people we serve.—This thought permeates our entire Organization, from the President down.—Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.



Two Hundred Successful Merchants are using Hardware and Metal's Advertising Electros.

THE W. W. COOPER COMPANY LIMITED
WE SELL EVERYTHING
DIAMOND C BRAND COOPER'S GUARANTEE
EVERYTHING WE SELL WE GUARANTEE

SWIFT CURRENT, SASK. Sept.20,1916.

Messrs,
Hardware and Metal,
143-153 University Ave.,
Toronto,Ont.

Gentlemen:-

We beg to acknowledge receipt of your favor of the 16th., also cuts as mentioned therein and for which we thank you.

We are now using about fifty of these with good results.

Yours truly,

THE W.W.COOPER COMPANY Limited.

P/H. per. P.

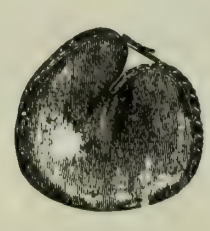
Since we announced HARDWARE AND METAL'S Electro Service about a year ago, nearly 200 subscribers have availed themselves of the opportunity to secure cuts for their local advertising at low cost.

The letter from The W. W. Cooper Company, reproduced above, is only one of many which we have received from merchants who have had good results from using these cuts.

You can have equally good results from a judicious selection of electros combined with good "copy." Write now for free proof sheets showing our complete assortment of hardware electros. They cost only 20 cents each, and they will open up big possibilities for expanding your sales.

HARDWARE AND METAL

143-153 University Avenue, Toronto, Ontario



If interested, tear out this page and keep with letters to be answered.

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS, SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

Building a Home

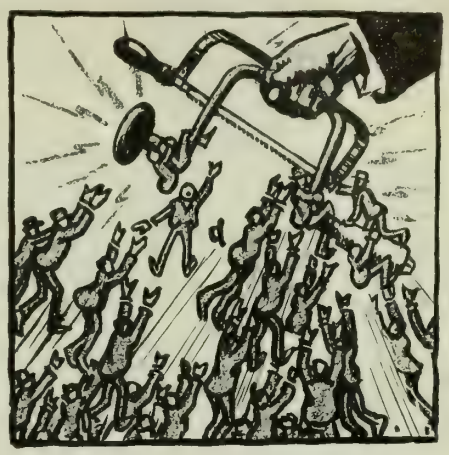
This is the title of a book, designed to inform all those about to build a new home, or make over an old one, concerning the problems which arise inevitably, such as

choosing the site
the owner's own ideas
selecting the architect
choosing a builder
the construction of the home
and so on.

The book has been prepared by H. W. Desmond, editor of the *Architectural Record,* and H. W. Frohne, associate editor, and so is the work of men of broad experience and fine judgment.

This volume is very handsomely put up, and is worth many times its price to every prospective builder. Sent post paid on receipt of price, $1.50, with 15c extra for postage.

The MacLean Publishing Co., Limited
143 University Avenue -:- Toronto, Ontario



TOOLS ATTRACT CUSTOMERS

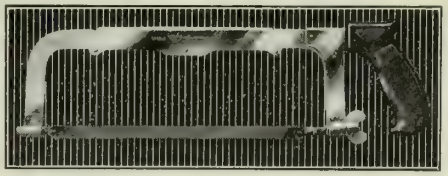
Tools attract carpenters, machinists, metal workers, garage men, contractors and other big hardware users.

Especially Millers Falls Tools with their fifty years' leadership and quality reputation.

Once in your store, these customers buy large quantities of builder's hardware, general hardware and supplies of every kind. Make your tool department the best in your locality and your whole store will profit.

Our book "How to Sell Tools," our selling helps and our monthly paper the "Star" help you make your tool department a big factor in your business, help you turn your tool stock oftener and make tools an entering wedge to other profitable trade.

Here's one tool among the hundreds that prove Millers Falls leadership.



The "pistol grip" and the hang of the saw give you the greatest power with the least effort. Handle fits largest hand. Straining nut under the handle allows maximum stroke. Extra strong and rigid for heavy work.

Send for the Millers Falls Catalog and for our Selling Help proposition to all dealers. It will show you how to put a bigger profit in tools

MILLERS FALLS COMPANY
"Toolmaker to the Master Mechanic."
MILLERS FALLS, MASS.
N.Y. Office: 28 Warren St.

MILLERS FALLS TOOLS

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Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

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Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

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Limited
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Order Yours Now
Be Prepared

Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

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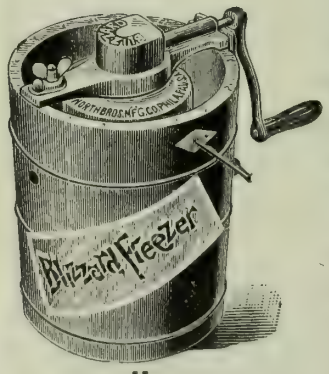

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

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PHILADELPHIA - PA.

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SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

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No good business man can say "No" to M-R Co. Ceiling and Wall Plates. They give his store a clean, bright, snappy, up-to-date look that brings good business.

Good, clean profits to our dealers too, because, M-R Co. plates are quickly and easily laid.

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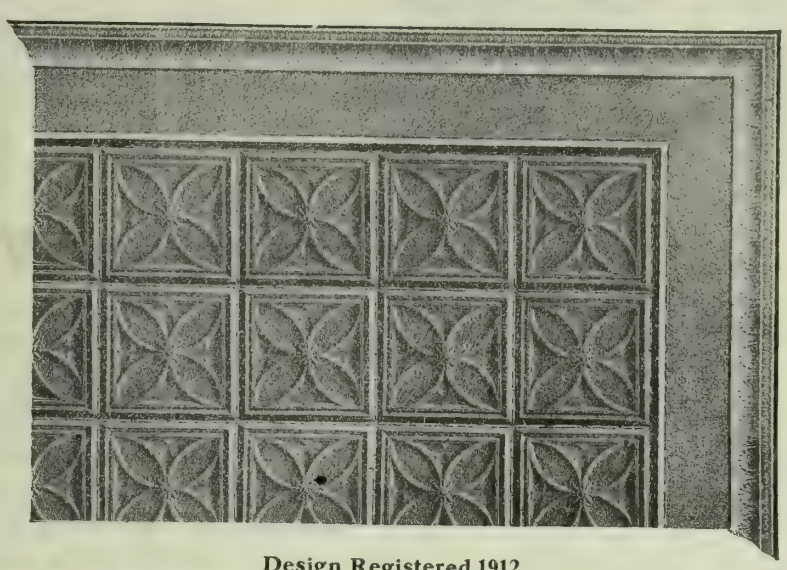

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The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

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MADE IN CANADA

Only the WEAR and TEAR of HARD, CONTINUOUS SERVICE is the TRUE TEST of a VALVE.

EFFICIENCY, under the most exacting conditions, has PLACED and KEPT TYPE "K" GATE VALVES in thousands of up-to-the-minute POWER PLANTS.

Their design is graceful, the metal is evenly distributed so as to insure rigidity and strength, preventing distortion due to strain or shock, and are of the DOUBLE WEDGE type.

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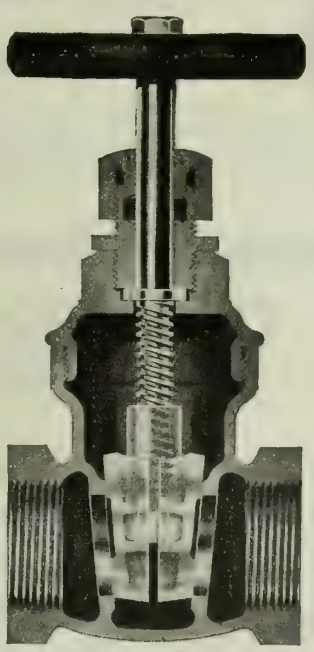

Fig. 300. Type "K" Brass Gate Valve. Screwed. (Sectional View)

TYPE "K" GATE VALVES are a "TRIED" VALVE.

In SERVICE they have PROVEN themselves to be WITHOUT an EQUAL.

They are not sold for trial or testing purposes, but to stand hard, continuous work.

GUARANTEED against defects in MATERIAL or WORKMANSHIP and in other respects carrying the usual JENKINS BROS.' GUARANTEE OF SERVICE and SATISFACTION.

Registered and approved for use in the Provinces by the Department of Public Works.

Write for Catalogue No. 8.

JENKINS BROS., Limited
TRADE JENKINS MARK
103 St Remi Street
MONTREAL

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"JERSEY" VISES

Made in Canada

To increase your small Vise business put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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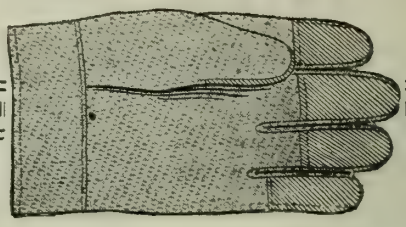

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These Cotton Gloves are their own salesmen and it is a delight to many dealers the way they sell. TAPATCO Cotton Gloves are serviceable gloves—made to stand wear—hard wear—at the same time their appearance is pleasing—Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Our Leatherette-faced glove is a winner—get a sample of it

Give the TAPATCO Line prominence, it will mean profit and other sales. Order through your jobber.

The American Pad & Textile Co.
CHATHAM, ONTARIO

"From Ore to Finished Product"

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WIRE

WIRE NAILS
All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

QUICK SHIPMENT—a complete stock available at MONTREAL, TORONTO and HEAD OF LAKES.

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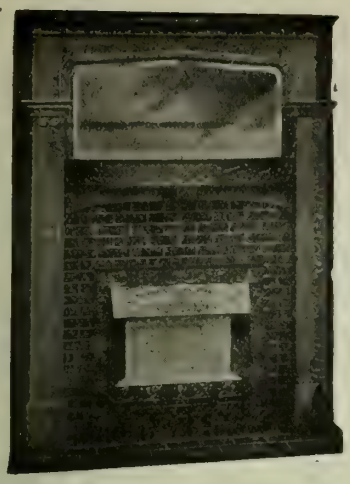

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This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

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The Barton-Netting Co., Ltd.

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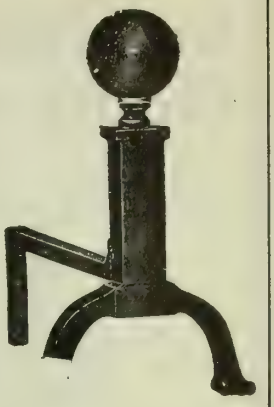

Sales are Growing **MENDETS** A PATENT PATCH

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Let us send you full particulars of our proposition. Drop a card to-day.

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**

THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

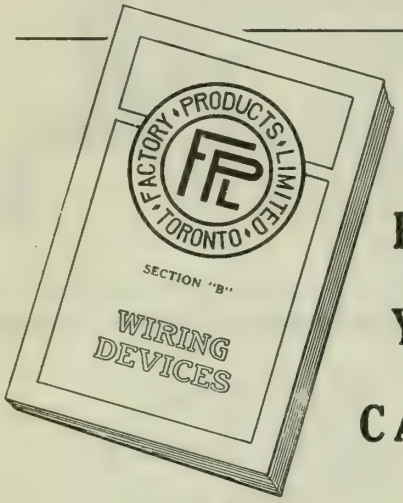
THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

Mr. Merchant

See that your department heads and clerks read this paper regularly, it will increase their efficiency. Watch closely advertisements for new selling arguments, it will help increase sales. There is always room for the man who knows.

Everything For Your Electrical Department



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The excellent cuts and description in this catalog will give you a comprehensive idea of the quality and value of our products.

Send a post card for one to-day.

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220 King St. West, Toronto, Ontario

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Style "A"

Made only by

Cummer-Dowswell, Limited
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The cutting qualities of the "Famous Five" files may be compared to those of a sharp razor. They work with minimum effort and give maximum results.

In brief, they are efficient. Their qualities have become standardized; and the "Famous Five" file standard is recognized by mechanics, shop superintendents and purchasing agents everywhere.

That's why it pays dealers to handle them.

Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

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That's a nice-looking line of handles you're selling,

but—

how about your sales?

Beauty is a good feature for goods to have, but the beauty quite often covers up inferior quality.

You will never have a dissatisfied customer if you sell

STILL'S HANDLES

They sell quickly by their splendid finish and their quality makes repeat orders double-sure.

We manufacture almost every kind of Hickory and Ash Handles. Insist on Still's Handles and take no other.

Order from your jobber. If he cannot supply you, write us.

J. H. Still Manufacturing Co.
ST. THOMAS, ONTARIO

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LAMPBLACK

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Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

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WORKS: LACHINE CANAL, MONTREAL

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ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

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YOUR WANTS are many here below. Use the want ad. page and get rid of a few of them.

A Straight Talk from the Manager

No. 61

Never Missed Anything So Much

A few months ago a hardware firm in the north-western section of Toronto discontinued their subscription to HARDWARE AND METAL.

Last week, they again placed their order and they were quite frank in expressing regret that they had ever thought of stopping their subscription.

"We never missed anything so much in our business," they said, "as we did the weekly visits of HARDWARE AND METAL. We did not realize how completely we depended upon our trade paper, until it stopped coming."

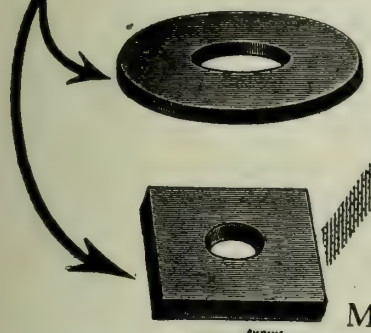
What do you suppose would be the condition in the Canadian hardware trade, if no such publication as HARDWARE AND METAL existed?

Think that over for a few minutes, and then ask yourself if you are getting all the value out of HARDWARE AND METAL that its accurate market reports, well-written special articles and carefully planned advertising pages should ensure.

J. G. L.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.

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Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

? ? ? *Ask us for*

Wrapping Papers
Twines
Brooms Brushes

Parchment Butter Paper
Printed and Plain

PROMPT SHIPMENT

WALTER WOODS & CO.
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THE BABBITT METAL THAT'S AT THE FRONT IN EFFICIENCY AND ECONOMY

Harris Heavy Pressure

"The Babbitt Metal Without a Fault," is guaranteed to give EXCELLENT SERVICE.

We also manufacture Lead Pipe, Solder, Sheet Lead and Everything for the Plumber.

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory, TORONTO, Fraser Ave.

Branch Factories

HAMILTON MONTREAL WINNIPEG VANCOUVER

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Your constant effort to increase trade is by holding old customers and gaining new. To retain the old you must give them service and sell goods that will please and satisfy. There must be no "come back" because of dissatisfaction.

That is why you can pin your faith to Dominion Rubber System products. Their qualities are of the kind that give absolute satisfaction. We stand back of our products with a warranty that they are free from imperfection in workmanship. That protects you and your customers, and ensures their good-will which is the best argument for your bigger business and increased profits.

For every need in Rubber Hardware, write our nearest branch.

Canadian Consolidated Rubber Co. Limited

Head Office - MONTREAL, CANADA

Service Branches at—

North Bay, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, London, Kitchener, Vancouver, Victoria.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, MARCH 17, 1917 No. 10

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Are You Selling Carborundum Sharpening Stones to ALL of Your Carpenter Customers?

THERE are several of the Carborundum Sharpening Stones that should be in every carpenters' tool kit—the Round Combination Stone, the Gouge Stones and the Handy Slip Stones. Carpenters everywhere know of the quick, clean cutting qualities of Carborundum—be sure that you carry a good stock.

Might we suggest a window display of these stones for the carpenter? We have some snappy window display material packed and ready to send you.

Write for Carborundum Display Circular 344

The Carborundum Company
Niagara Falls, N. Y.

No matter what kind of garage your customers build, or what the architectural detail, the doors can be hung and equipped perfectly with

STANLEY GARAGE HARDWARE S.W. S.W.

The design of the doors in the above garage prevent the use of strap hinges. So each door was hung on three ball-bearing Stanley Garage Butts, No. 252, which swing heavy doors easily and without sagging.

The doors are also provided with Stanley Garage Latches 1264, Cremone Bolts 1052, and Door Holders 1774. The latter can be applied with equal success to either curved or straight-topped doors.

Stanley Garage Hardware for other types of garages is shown in the Stanley Garage Hardware Catalog, R-33, which will be sent you on request.

How The Stanley Works helps you to increase your sales is told in the illustrated booklet, "Selling More Stanley Garage Hardware." If you have not received your copy, send for it to-day.

The Stanley Works

New Britain, Conn., U.S.A.

Canadian Representatives: A. Macfarlane & Co., Coristine Bldg., Montreal

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Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, MARCH 17, 1917 No. 11

Should the Manufacturers Make Prices?

Opinions on a Live Subject—Knowles Bill Being Opposed in Many Quarters—How it Affects the Retailer—Opinions Wanted from Readers.

Manufacturers, wholesalers and retailers in all parts of Canada, are greatly interested in the Knowles Bill to prohibit the fixing and enforcement of re-sale prices. The bill is to be presented at the next meeting of the Dominion House, presumably in April or May. In last week's issue of HARDWARE AND METAL appeared a copy of the "Knowles" bill, and an article describing the efforts being put forth by some interests to prevent the passage of the bill. The accompanying article on the subject will undoubtedly interest the entire trade. HARDWARE AND METAL hopes that every subscriber will read the article, ponder over it—price maintenance is a big subject—and then send in his views to HARDWARE AND METAL. Letters will be welcomed from all branches of the trade.

The great majority of men in Canada are not able to talk intelligently on the subject of price maintenance—for the good and simple reason that this is a semi-technical subject, and one that has not commonly or acutely come up for study. Among advertising men, especially advertising managers of firms making a standardized, identified product, marketed with the aid of advertising; and among manufacturers of a trade-marked product of high quality, the subject of fixed re-sale prices has for a long time been one of prime concern. But for the general run of men, price maintenance as a name and proposition is without significance.

Because of all this, HARDWARE AND METAL proposes to provide here and now some information and opinion on the matter of price maintenance of the manufacturer's claimed right to fix and enforce the price at which his product shall be retailed.

Some Illustrative Examples

The subject of price maintenance will take on greater clarity for many minds if we make its applications and relations specific. Examples of fixed re-sale prices —fixed, that is, by the manufacturer— are:—

Arrow collars, two for 30 cents.
Columbia Grafonolas, $15 to $350.
Waterman fountain pens, $2.50.
Belding's silk fabrics, $1.25 to $2.50.
Jiffy-Jell, two packages for 25c.
Palmolive specialties, 25c and 50c.
Overland motor cars, $665.
Pears' Soap, 15c.
And so on, and so on.

The prices indicated in the above examples are advertised prices — prices stated in the makers' advertisements. But it does not follow, in every instance, that these fixed prices are enforced prices.

A familiar example of a fixed and enforced price is the Waterman Fountain Pen, $2.50. This pen is sold to dealers only on specific agreement that it shall be retailed at the price or prices fixed by the makers. Similarly many other advertised lines are sold to dealers with an agreement by which the dealer contracts to sell at the prices fixed by manufacturers. In many other cases, the price fixed and advertised by the manufacturer is cut by the dealer—not by all dealers, but by some who hope by this price-cutting to attract and divert trade.

The price fixed and advertised by the maker, when not enforced, is intended to assist the retailer to sell the price-fixed article with greater ease, and to obtain a full profit. It is intended to protect the consumer against an exorbitant price—this by making him familiar with a right price. The advertised fixed price is also designed to facilitate the sale of the article universally—by making the price uniform in all parts of the country.

Many advertised trade-marked or identified commodities have no prices fixed by the maker; their re-sale price is left entirely to the dealer. For example, the resale prices of Old Dutch Cleanser, Sunkist Oranges, Yale Locks, and Grape Nuts are not indicated in the public advertising; and the inference is that the dealer may set his own price, being governed always by the commonly prevailing price and by local competition.

In some cases, from the nature of the goods, the retailers of advertised identified goods are in reality the special agents of manufacturers. Thus pianos, phonographs, typewriters, adding machines, motor cars, agricultural implements, are commonly sold through designated dealers or agents, in which case retail price control is comparatively simple, for the relation between agent and maker is a direct one. But in the case of those commodities sold commonly through jobbers—trade-marked grocery sepcialties, hardware specialties, drug specialties, and so on—it is obviously much more difficult to enforce or control re-sale prices.

The Question of Public Interest

The query will have arisen in many minds—Is it in the interests of consumers to have re-sale prices fixed and enforced?

The natural quick conclusion is that it is a good thing for the consumer to be able to buy what he wants at the lowest possible price—at prices fixed by competition. Also, many will be inclined to say at the beginning of their thinking on this subject, that for a maker to fix and enforce the re-sale price of his product is a "trust" or "combine" procedure, that it is taking away from the liberty of the dealer, that it is a sort of mug's game by which the maker can set any old price on his product and get away with it.

But one runs up very early in his honest thinking against the price-cutting practice with its long train of evil

consequences; and one is compelled in fairness to ask the question: Whether it is better, in the public interest, and in the interest of the consumer, for price-cutting to flourish; or for there to be universal uniformity of price on standard, identified goods? Or to put the question in concrete terms: Whether it is better, in the public interests, and in the interests of the consumer, to have Kodaks sold at maker-fixed or at dealer-made prices? or to have Hoosier Kitchen Cabinets sold at maker-fixed or at dealer-made prices? or to have Ford Motor Cars sold at maker-fixed prices or at dealer-made prices? and so on. When one puts the question in specific terms to the intelligent consumer, the probability is that he will reply—"I prefer a maker-fixed and enforced price to dealer-made prices." And in saying this the consumer says in effect: "I have more faith in the justice and fairness of the price fixed by the maker than in the price any dealer would charge me if the retail price were left entirely to him."

Makers' Versus Dealers' Price

Right here one begins to get at the kernel of the nut; and the whole question of price maintenance begins to take on an added luminosity.

Dealer-made prices are decidedly less trustworthy, taking them by and large, than are maker-fixed prices. In the case of a standardized, identified product, it is difficult for the dealer to get an excessive profit — difficult because of the public's knowledge of the retail value of the advertised, standardized, identified product. Such products, as a rule, have a fairly level maximum retail price. Any variation from this commonly known, recognized, and accepted price, is downward rather than upward. And dealers after big profits prefer, as a rule, to sell unadvertised, unstandardized, unidentified goods — merchandize which the public cannot accurately value or make price comparisons on. On such goods dealers rely on making a generous, if not an excessive, profit.

Just here it may be well to define what is meant by "standardized, identified," as applied to merchandise. By "standardized" is meant goods that have a known and maintained standard of quality. By "identified" is meant goods branded or trade-marked and maker-acknowledged. The two terms taken together usually imply extensive advertising, and accepted responsibility for the high quality and all-round satisfactoriness of the goods.

The question arises—Is it better for the community at large, and for individuals and families in particular, to be supplied with standardized, identified goods or with goods of no established or declared quality, made by no revealed maker, and for which no responsibility is accepted or redress possible, should the goods prove unsatisfactory? The question carries its own answer.

Where Price-cutting Occurs

Price-cutting, from the nature of things, takes place commonly on standardized, identified goods. There is little significance or conviction in an advertisement which reads:—

Moirette Petticoats, regular value $10; special price, Thursday, $5.

Every woman of common sense knows that both of these prices are arbitrary—dealer-made. The very gulf between the "regular" price and the special price suggests original and tremendous price-inflation.

But should a dealer advertise:

Quaker Puffed Wheat, regular 15c., special, 10c.,

then the consumer knows that a genuine reduction or bargain is offered.

Price-cutting as it Affects the Retailer

Let us look at price-cutting from the point of view of the retailer of an advertised, standardized, identified commodity—say, Ingersoll Dollar Watch.

This watch is admittedly excellent value and is in great demand. Suppose that some big store in a populous community cuts the price to 79 cents, and advertises this price extensively. The instant local effect will be that smaller dealers—

Will have to meet the cut price;

Or struggle to maintain the regular price;

Or quit selling the Ingersoll watch.

If they meet the cut price they will be selling at a clear loss. If they struggle to maintain the regular price, this in the face of the known fact that the watch can be obtained elsewhere for 79 cents, they run the risk of losing a customer permanently, and they are under the necessity of putting energy and time into the sales process, to overcome the buyer's resistance.

If they cease handling the Ingersoll Watch, their customers who ask for this watch are disappointed, and perhaps offended, affirming that the dealer is a "back number." In any case, the small dealer suffers. There are two points to be noted in connection with the above illustration: one is that it takes a minimum of time and energy on the part of the dealer or his staff to sell a widely-advertised, standardized, identified article whose price is maintained universally, for it is already fully sold in a very real sense to the customer; the other is that it is of advantage to the public to be able to get widely-advertised and desired goods everywhere — without the effort of search.

Also, there is an economic question involved in this illustration: it is in the public interest that the distribution of the merchandise of general consumption shall be widespread and in many hands rather than centralized in a few big stores. Also, it is far better for community growth and prosperity that there shall be many retailers of the commodities of common consumption rather than few retailers. What is wanted is not so much fewer retailers, but more efficient retailers.

Price-cutting Hurts the Manufacturer

In the Ingersoll Watch illustration, as above, is involved the manufacturer's interest. Is it a good thing for a manufacturer's product to be sold only by a few big dealers? or is it better from his point of view to have a multitude of small dealers distributing his merchandise? Perhaps the answer to this question is to be given by each individual manufacturer concerned. Some manufacturers openly declared that they pre-

SUGGESTED PERSONNEL OF THE INLAND TRADE COMMISSION.

The whosalers and retailers and manufacturers waited upon Sir George Foster some two weeks ago to urge the formation of an "Inland Trade Commission" that should be composed of three members in whom the public would have thorough confidence, and whom it was known would be capable of investigating commercial subjects. It was known that at the time certain names were proposed as men whom the committee were assured would ably fill the positions on this commission. The different members of the committee were, at that time, averse to announcing the names suggested, but it is now asserted that there were four names suggested, though only three members were to compose the proposed committee. They were:

SIR GLENHOLME FALCONBRIDGE,

Chief Justice of the King's Bench. Born in Drummondville, Ont., 1846. Graduated at the University of Toronto, and was called to the Bar in 1871. Created a K.C., in 1885, appointed Judge of the Queen's Bench in 1887; Chief Justice of the same court in 1890. He was Knighted in 1908.

HON. LYMAN POORE DUFF,

Judge of the Supreme Court of Canada. Born at Meaford, Ont., 1865. Graduated from Toronto University and called to the Bar of Ontario in 1893. Aupointed K.C. 1901. Puisne Judge of the Supreme Court 1904-06; in this latter year he was appointed to his present position. His home is in Ottawa, Ont.

HON. JAMES THOMPSON GARROW,

Puisne Judge of the Supreme Court of Ontario. Born at Chippewa, Ont., 1843. Called to the Ontario Bar 1869, created K.C. 1885. Minister without portfolio in the Ross Government, 1899-02. He received his present appointment in 1902. His home is in Toronto.

LIONEL H. CLARKE,

President of the Canadian Malting Co., and member of the Toronto Harbor Board.

The suggested membership of this committee has not been given out to the general public, but in the few instances where it was known there is some criticism of the suggestion on the ground that, in only one instance have the proposed members had any actual business experience, and that the advancing age of some of those suggested would militate against their usefulness in the arduous duties that would, of necessity, devolve upon such a commission.

fer to have the big distributors—the department stores and big local retailers—as customers rather than multitudes of little shops. They say that their selling expense is greatly reduced when they sell to a few big distributors. This is admitted because it is obvious. But, generally speaking, the makers who prefer to sell to a few big distributors are making unidentified merchandise, and, therefore, unadvertised, merchandise—that is, nationally advertised merchandise. As for the makers of nationally advertised merchandise, they, as a rule, seek and desire the greatest possible number of distributors, because thus are maximum sales achieved.

Coming back to the Ingersoll Watch case; if the distribution were confined to a few big stores, the total sales would of a certainty be less than 10,000 dealers in Canada were selling this watch. As a matter of fact, the Ingersoll Dollar Watch is sold by 100,000 dealers on this continent, and it is an inevitable conclusion to draw that it is this very fact of widespread distribution, joined to extensive and long-maintained advertising, that has built up the vast business of the makers of this watch.

Go one more step in the consideration of this case: suppose that the distribution of the Ingersoll Watch fell into the hands of a few big dealers—the result of price-cutting, there would probably be an eventual inclination to subordinate this line, and perhaps an elimination of it altogether; this for two plain reasons: When they had secured a practical monopoly of sale, the advertising and trade-attracting value of the line offered at a cut price would cease, for there would be no trade-diversion; also, the very fact that the watch was being sold at a cut, and presumably non-profit-yielding price, the desire to sell it would decline to the disappearing point; at which time the Ingersoll Watch makers would be without a business.

The economic fact is that cutting the price of a standardized, identified and nationally advertised commodity, while it may temporarily speed up local and individual demand, tends to reduce distribution; and this in time leads to reduced consumption; and in turn leads to the practical ruin of a business, and to the wiping out of the value of the trade-mark built up by years of sedulous effort and extensive advertising.

One asks, therefore: Is price-cutting, in its consequences, good for retailers, manufacturers and consumers? For let it be remembered that consumers are related directly or indirectly to manufacturing prosperity.

Competition of the unfair kind — the competition developed and fostered by price-cutting—is unhealthy, baneful and ruinous.

Price-cutting and the Consumer

In the last analysis it is the consumer's interest that must be considered in arriving at an answer to the question: Is the principle of price maintenance—the right of the manufacturer to fix and enforce the re-sale price of his goods—good for the consumer, and desired by the consumer?

Some contend that price maintenance raises the cost of living; that it is an effort to obtain higher than fair or reasonable pirces from the consumer; that it is an expedient to enrich the manufacturer. But those who argue thus have not, as a rule, given the whole broad matter any serious, deep, wide and prolonged consideration. Their judgments and conclusions, as a rule, are of the "snap" variety, superficial and feathery. These good people, who may be very honest, see in price maintenance a foe to open competition, and a studied, calculated effort to enhance the final price—the price to be paid by the consumer.

What Happens When Re-sale Prices Are Too High

It is to be admitted, frankly, that in regard to certain specific articles or products of the identified, standardizel kind, the consumer price is excessively high—altogether out of relation to the cost of production. But the articles of this nature are, as a general thing, patented, and so are monopolies.

A well-known product, selling retail at $5, is a much-quoted example of a standardized, identified product in which the re-sale price is many times its production price. Yet in spite of this fact and knowledge, the article continues to be the most largely consumed of its class. There is no compulsion of the public to make them buy this particular article; it is bought out of free-will, and this in face of the fact that other articles of the same type can be purchased at from 25c up. Incidentally, it may be stated, as a reply to the argument that price maintenance reduces competition, that since this product was put on the market, at least 40 others of the same general type have appeared; and they have appeared because of the very high price of the original product; which means that any maker who puts a high re-sale price on his product, away above the costs of production and selling; and who, by advertising, creates a great demand for his product and type of product, merely invites competition instead of suppressing it.

Here it may be remarked that the majority of price-fixed, price-enforced, standardized, identified and advertised goods are more or less luxuries; that is they can be done without or replaced with something very much cheaper. So that price-maintenance, even if it does mean an unreasonably high consumer's price, does not necessarily work any injury to the individual consumer; he or she may always refuse to buy, or may choose some cheaper substitute or equi-

THE BRITISH IMPORT EMBARGO

There has been so much discussion as to what articles actually did appear on the embargo list that HARDWARE AND METAL is publishing herewith the list as announced in the *Official Gazette*:

Agricultural Machinery.
Boots and Shoes of leather.
Raw Fruits, except Lemons and Oranges.
Hides.
Leather Gloves.
Glass manufactures.
Linen and Yarns and manufactures thereof.
Canned Lobsters and Salmon.
Manufactured Silk and Skins.
Furs.
Food articles containing Sugar, except Condensed Milk.
Tomatoes.
Typewriters.
Wine of all kinds.
Wood and Timber.
Aerated, Mineral and Table Waters.
Antimonyware.
Apparel not waterproofed.
Works of Art.
Baskets and Bamboo Basketware.
Books, other printed matter, including Posters and Daily, Weekly and other Periodicals exceeding sixteen pages in length.
Materials for the manufacture of Leather Boots and Shoes.
Brandy.
Clocks and parts thereof.
Cloisonne Wares.
Raw Cocoa and preparations thereof.
Coffee.
Cotton Hosiery, Cotton Lace and articles thereof.
Curios.
Diatomine and Infusorial Earth.
Embroidery, Needle Work and Fancy Goods known as Paris Goods.
Fire Extinguishers.
Ornamental Feathers and Down.
Flowers, artificial and fresh.
Hats and Bonnets.
Incandescent Gas Mantles.
Raw Jute Mats and Matting.
Mops.
Painters' Colors and Pigments.
Perfumery.
Photographic Apparatus.
Pictures, Prints, Engravings, Photographs and Maps.
Plated and Gilt Wares.
Live Quails.
Quebracho, Hemlock, Oak and Mangrove Extracts.
Rum.
Soya Beans.
Stereoscopes.
Straw Envelopes for Bottles and Straw plaiting.
Tea.

Both wet and dry hides and dressed and undressed leather are included. Silk yarns are exempted.

The prohibitions do not apply to goods imported under licenses given by the Board of Trade.

The power given to the Board of Trade to issue special licenses, however, may be freely exercised in behalf of the Allies of Great Britain, as ships taking munitions and other supplies to France and Italy have ample tonnage to bring return cargoes.

valent. If consumers elect of their own free-will to buy the high-priced trade-marked and advertised article, when they are free and able to buy a cheaper, even if less satisfactory and acceptable, substitute article, is the blame for the seeming extravagance to be charged up to the manufacturer, or to the retailer? The higher cost of living is not to be charged to the makers of advertised, standardized, identified articles of food, dress, convenience, indulgence or luxury; but to the freely-exercised will of the people who choose to buy the highest-priced goods, and to the inexorable laws of supply and demand. Yet there are those who argue that if the right to fix and enforce re-sale prices be taken away from manufacturers, be refused them, or taken from them, the cost of living will fall. It is rather muddy argument and not at all convincing. Probably what the foes of the price-maintenance principle have in mind is combines of makers or producers to corner and control the price of commodities, and they confuse this with the admitted freedom of a maker of an article of which he has no monopoly to sell to the dealer at any price he likes.

The Maker's Right to Fix the Dealer-Price

Please note this carefully: it is granted by the foes of price maintenance that the manufacturer may fix the price to the dealer at what he wills, but they deny him the equal privilege or right to take a further step and fix the re-sale price—the price the consumer must pay; they leave this re-sale price to the dealer to fix, knowing full well that if the dealer has liberty to fix the price to consumers, he will exact more from them, if competition permits him to do so, than will be required of them if the maker fixes the re-sale price!

As proof of this point, it suffices to say that retailers complain that the makers of advertised, standardized, identified, price-fixed goods rarely or never allow them a sufficient profit; which means that they fix the re-sale price **too low!** So one asks again—Is it a bad thing for consumers to allow the manufacturer to fix and enforce the re-sale price?

The Knowles Bill Ill-considered

The bill proposed by Mr. Knowles would appear to be an ill-considered one. To make it achieve the ends it aims at, he ought to make provision in it for a limitation of the manufacturer in fixing the price to the dealer this first of all. Then having fixed this, the fixed re-sale price to the consumer—can safely be left to the manufacturer and dealer to settle.

If, however, the law of the land shall undertake to meddle with a manufacturer's production and selling costs, the new state of things will be worse than that which now obtains. Costs of raw materials, labor, manufacturing, overhead, distribution, merchandising and advertising, will all have to come under regulation; and what manufacturer will stand for such a supervision and interference with his business?

Department Store Influences

The pronounced foes of price maintenance are not the retailers or the consumers—this is said advisedly, but the department stores. They delight to sell nationally advertised goods of standard quality with a knife in their hands. To cut the price of nationally advertised and standardized goods, either as a trade magnet or as an expedient to kill off altogether the competition of nationally advertised goods on which the consumer price is known, is their pleasure and bait.

Department stores are notoriously unfriendly to nationally advertised and branded goods, and, as a rule, handle them to the smallest possible extent. They prefer to sell their own private brands on which larger profits can be secured. The fact is that the big department stores are themselves becoming manufacturers on a very large scale—and this quite legitimately. Some large Canadian department stores, for example, in Canada own or control many factories; and to the extent that they make and sell their private brands, to this extent do they compete with and defeat the efforts of those other manufacturers who make standardized, identified goods and who employ newspaper and magazine and trade press publicity to create and maintain demand for their products.

The Need of Informed Opinion

Enough has been said now to enable business men to see that price maintenance is a subject of some magnitude and some importance; and that their direct interests are involved in the bill proposed by Mr. Knowles. It is hoped that the press of Canada may become aroused, and may assist in arousing others, to investigate thoroughly the big question of price maintenance. Also it is hoped that when the Knowles bill does come up for consideration it will be halted in its progress to permit of its complete examination by committee, and before which committee can and will appear all those with considered views to express, either pro or con.

HARDWARE AND METAL asks no man who reads this challenge to attention to agree or disagree too quickly with the views and propositions herein presented. Each reader, and, in particular, everyone who has power and purpose to shape opinion, should ponder the matters herein set forth and stressed, in order to get down to rock foundation. Then, having well-set views and knowledge, one will be able to inform and persuade others—with gain to himself and them.

Amendments to Compensation Act

ON Wednesday of this week the Hon. I. B. Lucas, Attorney-General for Ontario, placed before the House some proposed amendments to the Ontario Workmen's Compensation Act.

The chief innovation proposed in this Act was a provision for first aid in case of accident to cover a period of thirty days from the date of the accident. No specific amount of aid is suggested to cover the care of the injured working man for this time except that the provision calls for the fullest care. There is to be no limit to the amount of medical, surgical or hospital attendance during this time. The charges for this service are to be paid out of the accident fund. There is also a provision protecting the working man from any injustice on the part of the employer. It is provided that the working man shall not be required to contribute for medical attendance, either directly or indirectly, and a penalty is provided for any infringement of this clause.

Provision for Companies Maintaining First Aid Hospitals

Provision is made whereby this first-aid clause may be left in abeyance in the case of such industries as have made provisions covering these matters at least as inclusive as those proposed. This is left to the decision of the Compensation Board, who shall consider the opinions and wishes of both employer and employee.

Another new clause provided that the board should not follow the precedent laid down in English courts, which seemed in some cases to work out unjustly. It was, therefore, decided that these cases should be decided on the strict merits, on equity and justice, rather than on any set precedent.

Some Changes in Operation of Rate of Compensation

Some amendments were also made to section 31, which sets the scale of compensation. In the case of the death of a working man, the present clause calls for a pension for the widow and a monthly allowance of $5 for every child till they attain the age of 16 years. This clause has been enlarged to cover some contingencies that might arise. Should the widow die, the amount of allowance to the children would be doubled. In the case of an adopted child of the working man, it was decided that this child should receive the same treatment as the actual children of the deceased. Also in the case of a child who was an invalid or unable for any reason to care for itself.

(Continued on page 41.)

How Business Men Made Fortunes

Two Men Who Have Made Their Aggressive Efforts to Reach New Customers Pay Notably—One is a Banker Who Started as a Newspaper Reporter, and the Other a Merchant Who Fought Failure For Seven Years Before He "Got Going"

Reproduced by courtesy of "System," the magazine of business.

FRANK VANDERLIP

WALL STREET thought James Stillman was crazy when he put Frank Vanderlip into a vice-presidency of the National City Bank. The young man had not had that kind of training which Wall Street then thought necessary for a bank officer. Wall Street is very conservative.

After he had sat at a desk in the old bank quarters for several days without a thing on earth to do, and without even a question being asked him, Vanderlip was somewhat inclined to agree with the opinion of Wall Street about the president. There seemed to be no room for him in any department; all the work was done and well done by the officers who were there ahead of him.

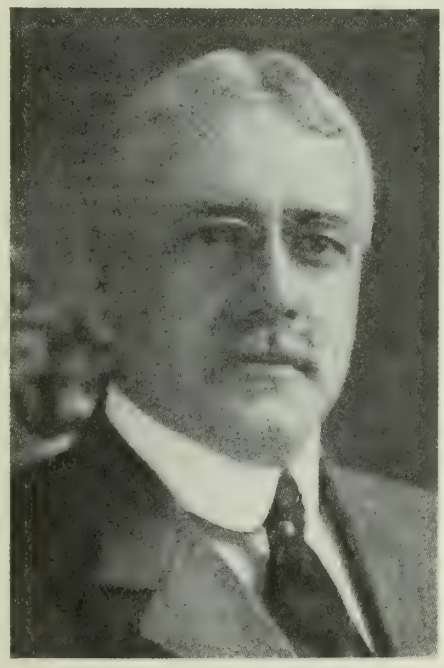
If you know anything of Mr. Vanderlip, you know that he cannot remain idle very long; the idea of drawing down a salary for no work did not impress him. He thought it might be a good idea to go after a little business—to sell banking.

But the National City Bank had never solicited new business—they airily told him that was not dignified banking. Many a man would have been crushed under such a load of solemn respectability and dutifully taken his place in the line. But Frank Vanderlip had not been long enough in banking to absorb its traditions. He held that banking was something more than money-lending—that it was a reciprocal business relation; he regarded the borrower as a customer and not as an alms seeker; the bank was a service and not an eleemosynary institution. He had the new idea of banking.

Before anyone quite knew what had happened, the new vice-president, who had no duties, had a big department of his own going. He was in the bond business, was getting new customers, and was making a lot of money for the bank in a line that they had never dreamed of.

When James Stillman left the presidency, Mr. Vanderlip was the live man of the bank and they elected him. Given a free hand, he built up an institution which is more than a bank. Following the principle that because a thing has always been done is no reason for saying that it is good, and because a thing has never been done is no reason for saying that it is bad, Mr. Vanderlip not only created a super-organization for the bank itself, but branched out in a dozen new directions, and now the bank is the parent for many subsidiary companies. The biggest of these is the American International Company, which aims to take the skill and the money of the United States to every part of the world. Mr. Vanderlip has an international viewpoint.

The Vanderlip rise has been phenomenal, but there has not been more than the usual amount of luck in it. The only luck that he ever had was in having his ability recognized in whatever job he happened to be. That is called luck only by those who do not bring ability to their jobs. And he has had his ability recognized because he always made ready, not for the job that he happened to be doing, but for some other job ahead. He brings knowledge to vision.



FRANK VANDERLIP,
President National City Bank, New York City.

An absolute insistence upon thorough knowledge and what amounts to a genius for promoting team work are the secrets of Mr. Vanderlip's achievements.

The Kind of Study That is Back of Vanderlip's Success

Back in 1885, when running a little newspaper in Aurora, Illinois, young Vanderlip met a professor and asked for some good reading. The professor recommended "Principles of Political Economy," by John Stuart Mill—not an easy book for the untrained mind. Vanderlip mastered that volume, and thus founded his knowledge of economics on which his banking is based; he followed with a long line of work on economics, money and banking, so that when he went up to Chicago, to take a reporter's place on a morning newspaper, he had a better economic grounding than most professors of the subject. It was this knowledge of the theory of banking that attracted Lyman J. Gage to him and caused him to give the young reporter a place in the Treasury Department.

When Mr. Vanderlip entered the National City Bank as a vice-president, he had absolutely no experience in practical banking.

"One man can't do everything—we have to pull together," is the idea with which Mr. Vanderlip goes at his work, and this is probably the reason that he manages to do so many things. When Lyman J. Gage was asked how the man put through so much, he said, "I don't know—Vanderlip is always doing things I never supposed he could do."

Three big changes have come into banking through Mr. Vanderlip—publicity, democracy, and vocational education. The old bank liked to remain a respectable mystery; Mr. Vanderlip wants all the publicity for his bank that he can obtain. He issues a magazine, sends out valuable bulletins on the state of the country's business, receives reporters at a stated time each day, and he and his vice-presidents preach their business doctrines at banquets and meetings far and wide. The National City Bank has as much information about business, country-wide and the world over, as the Department of Agriculture at Washington has of land and farming—and the information is all classified, filed and ready at instant hand. No one ever has to guess at things or to grope around in the Vanderlip system.

The democracy in banking means that little fellows receive just as much attention as big fellows; the bank's money is for those who can safely use it. Mr. Vanderlip believes in promoting business, and thus making new depositors not only in the United States, but all over the world; he has established branches in South America, Japan, China, the Philippines, India and Russia. If anyone has good business any-

where in the world, he is ready to receive it.

Preparing the Men Who Will Be Executives To-morrow

Mr. Vanderlip's complaint is that he can not get good men for the many places that must be filled—men trained to their jobs. And, therefore, he has established a banking school. Men may enter just before their junior year in college, and they receive instruction during the summer vacation. After graduation, they join the staff of the bank at a small salary, and are not only given three hours a day of practical instruction, but they are also moved around from department to department within the bank until they know the full details of management. Then they are ready to be sent out to any part of the world at a salary which steadily increases according to ability. There is nothing haphazard in the system; within a few years Mr. Vanderlip will have a large team of trained young men playing the American banking game in every part of the world.

It might well be imagined that Mr. Vanderlip is a busy man—he is, but he is not busy in a clerical way. He thinks that too many business men handicap themselves by attempting to do everything in person. His way is to qualify an assistant for the work that is in hand and go on to something bigger himself. His salary is said to be $100,000 a year—it might be twice that amount if he asked for the increase—and it is a simple matter of mathematics to determine just how much it would cost the bank to have him handle ordinary correspondence. Taking his time in the bank at a dollar a minute makes the personal attention to details sheer waste. But, his own time being so valuable, he is equally considerate of the time of other people, and he, therefore, has an intelligent information service by which an inquirer may be shifted at once to the right man in the right department and have his business properly attended to. That leaves the president free for the big affairs, and also gives the customer the prompt service to which Mr. Vanderlip thinks that he is entitled.

Most of his day is spent in talking, and a secretary makes notes of every conversation, so that the possibility of error is as far removed as it can be among human beings. And these talks are seldom long, but they are always thorough: a big, strong man of powerful personality and great charm, Mr. Vanderlip has a way of getting down to brass tacks within a very few seconds. The caller leaves with the impression that he has said all that he wanted to say, has heard all that he came to hear and has not been hurried, although the whole conversation has probably not taken ten minutes. Mr. Vanderlip has cut out the hopping from right foot to left foot that takes up so much of the time of men who say that they are always too busy for this or that. He never gives the impression of being busy—he is too well organized for that. SAMUEL CROWTHER.

FRANK M. LOW

This is merely to be a cursory glance through the scrap book of a man who built up a store with sales amounting to several hundred thousands of dollars from a beginning in a single cramped room about twenty-five by thirty feet. From the information which these clippings, booklets and similar material such as always accumulate in a scrap book will give us, and the explanations he might add if he sat beside us as we thumbed through it all, the chances are strongly in favor of our striking upon some of the methods with which he built his success in retailing.

First we will, of course, search out how he got his start. It will not take us long to find that he fought hard for seven long years, and then sold out with only $3,700 to show for these seven years. So his road was not an easy one—the description of how he managed to get over it to final success should be all the more interesting for that, as a matter of fact.

But we are running ahead of our story. A little rummaging through the clippings and the earlier records will show that his father was at one time in the clothing business, so Frank—Frank M. Low, of Portland, Maine—naturally enough persuaded Ira F. Clark, the foremost Portland merchant of his day, to make a place for him.

So Low got his first taste of retailing. He worked in the Clark store for several years, beginning with keeping the stock clean and steadily progressing.

But, like most of us, Low wanted to build something for himself. Of course, his particular ambition was to have a store—a clothing store—with "Frank M. Low" over it.

Low secured $3,000 from his father—he gave notes for every cent of it—and made this ambition of his a reality. This is the store that puts us ahead of our story—it struggled along for seven years, until Low finally sold it out. He covered all his obligations dollar by dollar, but had less than $4,000 to show for the years of work.

His real profit from this work was not to be measured by dollars, however. It was experience, and almost priceless experience, at that. Low quickly decided to put this experience to good use, and soon started a second store. It is this second store that he built into an unusual success, and it is the methods which he used in expanding it that we may find it worth while to study closely.

First of all, it is evident that Low has a knack for injecting personality into a business and for writing successful advertisements. Right from the start he began to use these knacks to good effect in pushing his new business ahead.

He spent so much advertising the "grand opening" of the new store that he actually found himself short of funds with which to fill the shelves in the little twenty-five by thirty sales room! His credit was limited in those days, so he struck upon the expedient of decorating the store generously with rented palms on the opening day and thereby overcoming the scarcity of stock.

"The stock consisted of palms and clothing about equally divided as to quantity," he says. "But those palms accomplished the desired result. The opening was a great success. Failure was crowded off the street and never given an opportunity to even glance within. And the first upward step toward success had been taken. So you can see that palms of the ordinary greenhouse variety were a successful factor in my case. At any rate, they afforded the setting that encouraged customers to spend enough to make my assistant and me so busy that we felt the business surely must attain a national scope. That first day turned the tide; business growth set in steadily."

From this point on Low's success in retailing continued. He held to his efforts to give his business a personality and to make his advertising distinctive—and progress was rapid.

Some of the advertisements we find among his clippings will serve very well to indicate the type of copy he found successful. Here is a characteristic one—set in a space two columns wide and about twelve inches deep, with the type matter in a narrow column not over an inch and a half wide, and ending in a big longhand "Low."

How Low Puts Himself Into His Advertisements

"Important. To-morrow is the last day of my business year. In appreciation of your liberal patronage, I shall conduct my business on this day solely for your benefit. Stocks all over the store will be priced on a wholesale basis, and broken lines will be priced with no regard for cost. The sale is for one day—Friday, the last day of my business year. The store opens at 8 a.m.: closes at 6 p.m. Avail yourself of this opportunity to stock up for many days to come at wholesale prices."

Another takes an entire page. The occasion for it was an outing to Montreal which he once gave his salesmen. The right half of this page advertisement is given over to half-tone cuts of the manager and the ten salesmen, set off by a decorative design. Each man's name, as

well as the department in which he worked, appears near his picture. The left half of the page carries this copy, reproduced in long hand:

"Shipped to Canada—Saturday, Jan. 30, closes my business year—it has been a most satisfactory showing: a gain of 20 per cent. over last year's record-breaker. Here are the boys who are more responsible for my success than any other factor. To-day they are my guests and we're seeing Montreal. To-morrow the store will open at 9 a.m. Be sure to read my ad. in the morning papers.—Frank M. Low."

An indication of the care with which Low worked out the "local color" of advertisements like this is furnished by the fact that he wrote the line referring to the sales force this way: "Here are the boys who are more responsible than for my success than any other factor," and then drew a line through the first "than."

Low also used some distinctive direct advertising. At one time he circulated a card six inches long by three and a half inches wide, which had been so perforated that a cord attached to it could be drawn through a series of perforations in a manner that would give a laundry record. An important share of Low's trade came from seafaring men, so he issued rather elaborate folders on marine clothing and uniforms for the United States Life Saving Service.

He also arranged to send the manager of his uniform department to all light-houses and life-saving stations within striking distance in a launch. He announced this man's coming to all who might be interested with a large post card carrying a half-tone cut of the launch and copy like this.

Some of the Advertisements That Have Been Most Effective

"Our Mr. L. B. Guptell, manager of our uniform department, will make his second visit to the lighthouse and life-saving trade, with a complete line of samples for these departments, this season as follows: Will leave Portland on July 20th in the above launch—the 'Ramona'—and run express to Bar Harbor; will visit a few lights between that port and Eastport up to August 1st, and will then work to the westward, visiting all lights and life-saving stations (weather permitting) along the Maine coast. Any attention you may show him will be appreciated by us."

As a New Year's greeting Low sent one year to his customers a sheet eleven inches wide and fifteen inches long. It was of a good grade of soft paper and clipped to the upper left-hand corner was Low's company's carefully engraved business card, with a neat monogram in red. The copy was as follows—headed by a large "Greetings" and a suitable decoration in red, preceded by an elaborate initial letter in red, and followed by "Frank M. Low" reproduced in long hand:

"We wish you a happy and prosperous New Year; and in appreciation of your good work in our behalf we're enclosing a lucky piece—good for 10 per cent. of your next purchase at our store amounting to five dollars or more. We've been thinking you have a friend whom you want to do a good turn. We're attaching one of our business cards in hopes you'll send him along. Sincerely, Frank M. Low."

Along with his advertising, Low, of course, developed some effective sales plans. One of them he called his "Three Day Anniversary Sale," and, since it marked the tenth anniversary of the establishment of his store, he returned the money on every tenth purchase and gave the goods free of charge. This idea has since been widely copied.

"The plan cost 14 per cent. of the sales," Low explains, "but it was good advertising. The store was jammed. And the sale, as we had hoped, gave buyers confidence in our word."

Not only did Low inject a definite personality into his business through his advertising and allied means, but he bound his employees so strongly to him that they reflected his store's personality to every customer.

He early adopted a policy of entertaining all his workers at the close of each business year and dividing a "dividend," or bonus, among them. Many of the clippings refer to these occasions. As the store grew, as much as $1,000 was distributed some years. Some times these entertainments took the form of banquets, at others local outings or trips to cities at considerable distances from Portland.

As an additional means of keeping his workers up to his standard, Low used bulletins typewritten on sheets of paper—about seven inches wide and twelve inches long—and signed "Low" with a blue pencil. Practically all of these bulletins are interesting, but there is space for only a few:

SALESMAN'S BULLETIN NO. 105.

An informal venison steak dinner to be tendered the salesmen—Cordes Restaurant, Wednesday, at 6.45. Remarks will be listened to from any salesman who cares to speak, and a pair of Regal shoes will be given to the man who makes the most valuable suggestion that is adopted for the good of the store.

Save your appetite for this event.

THE DAY AFTER.

When the writer invited criticism and suggestion over the venison last evening, he hardly expected such a perfect avalanche of good things.

I'm in a quandary as to who deserves the "Regals," but will make the award after the smoke clears away, say on or before November 1st.

SALESMEN'S BULLETIN NO. 136.

Here's an opportunity for you to win a pair of Regal shoes.

The salesman who keeps and conducts the best sales book from now until November 1st, will receive a pair of "Regals" free.

The points to be considered in awarding the prize are:

Accuracy	50
Having book in the office on or before 8.30 a.m.	10
Forgetting sales	20
Legibility	10
Money sent to office without sales slip	10

The two cashiers will record a black mark as any of these slip-ups occur, and then, at the end of the month, the general appearance of the books will be taken into consideration by two judges selected by Low.

SALESMEN'S BULLETIN NO. 120.

Lest we forget that our baby department carries the finest shoes in the world, and that every time we call a customer's attention to this fact we work for his interest as well as our own, I will present a pair of Regal shoes to the salesman who introduces the greatest number of customers to the baby department during the month of May—every sale made counting one score in his favor.

SALESMEN'S BULLETIN NO. 88.

Yes, I am sorry to say I've had complaints—not from the man who wanted to spend $20, but from the man who only wanted to spend ten cents. We can't afford to discriminate—the ten-cent customer of to-day is the $20 buyer of to-morrow if we throw him in "full measure" of attention with our "goods of quality." I'll furnish you more than enough of the latter to keep ahead of your stock of the former. I look for an improvement along these lines. I think Seiders a good man to watch—he jumps for an overall customer as quickly and cheerfully as he does for carriage trade. I've caught him doing it hundreds of times, and he delivers big chunks of civility every time. Yes!—Seiders gets a raise in the spring. I see things just as clearly as I do salesman No. 4 tipping the "boys" off that I had arrived this morning—to those who do right, that's hardly necessary.

SALESMEN'S BULLETIN NO. 30.

During the last six months, or maybe since further back than that, I've called upon the various heads of the different departments to advise me in selecting and buying goods. This is an arrangement whereby you gain a wider and more valuable experience and with all a great help, as well as a pleasure, to me.

Under these broader prevailing conditions it might be well for me to say at this time, lest in ignorance we err, that we as buyers must always remember our place and duty to the store and never in any way place ourselves, by accepting dinners, theatre tickets, or "presents," under obligation to traveling men. It is customary when a traveling man is desirous of making a "present" to a buyer to get permission from the firm by which the buyer is employed. Otherwise the traveling man is very probably dishonest in his intentions and you are accepting a bribe, thus placing yourself also in a false position.

Kindly bear this timely hint in mind in all your transactions with traveling men.

Since the space available is exhausted we shall have to close Low's scrap book here. If his methods have interested you at all, you will want the last line of this personality sketch to tell you just what they accomplished. They pushed his annual sales up into the hundreds of thousands before he disposed of his store at an attractive figure, increased the size of his store over 800 per cent., and expanded his business until its volume for one month far exceeded that secured during its first year.

E. L. IRON.

More Letters on the Association

The Need for Larger Membership Discussed by Secretary Macpherson — More "Boosting" and Less "Knocking" Demands Member—The Question of Mail Order Prices Discussed.

THE discussion on the future of the Ontario Retail Hardware and Stove Dealers' Association is growing in interest. A number of letters have been received during the week, notably one from Secretary Macpherson. These letters are reproduced herewith:

Mr. Macpherson takes up some important points, and his letter is well worth the consideration of all members.

The letter from Mr. Nash, of Wellington, raises a point with which HARDWARE AND METAL cannot agree. A frank discussion now on association matters, boosting where possible, knocking where necessary, will do more to make the association grow than anything. To accept the undoubted benefits that the association has conferred on members in the past as a reason for not discussing the possibility of building the Association up to a stage where greater benefits could be rendered would be to limit the future possibilities. HARDWARE AND METAL feels that no harm can be done by openly discussing Association matters with a view to stimulating the members to greater things; that, on the contrary, benefits are bound to result. Mr. Nash's loyalty to the Association is an object lesson. Why not get the Association on such a basis that an equal loyalty can be inculcated in every hardwareman in the province?

More Secrecy Needed

Editor HARDWARE AND METAL.

I have often read in your paper that retailers should attend the hardware convention and thresh out their trade problems. We all know that the advice is splendid, and untold benefits would result from such discussions. But, how I ask, can a member be expected to "open up" under conditions such as those prevailing at Hamilton? No attempt was made to keep representatives of manufacturers or wholesalers out of the meetings. At the last session of the retailers at least two manufacturers' representatives were present, sitting along with the retailers. And I know for a fact that a representative of one prominent manufacturer was present at every session. If we are going to hold meetings for the retailers, let us confine them to retail members of our Association.

OLD MEMBER.

Association Needs Boosting

Editor HARDWARE AND METAL,
Toronto.

Dear Sir,—In your issue of HARDWARE AND METAL two weeks ago you ask, What is wrong with the Hardware Association? My answer is that there are too many knockers instead of boosters of our Association. Although I could not get away to attend this year's convention, I thought it worth while to renew my membership, and I certainly got my money's worth when I received the new price lists sent in by our worthy secretary, Mr. Macpherson.

Let us all in future boost instead of knock, and I am sure the **non-members** in the hardware trade of Ontario will be seeking admission to this Association instead of hanging back.

Yours truly,
T. M. NASH.
Wellington, Ont.

From Past President Carter

Editor HARDWARE AND METAL,
Toronto, Ont.

Dear Sir:—

I was much interested in the communications appearing in last week's issue of HARDWARE AND METAL on page you have so kindly devoted to discussion of Association matters. In regard to friend Philips' article, I congratulate him on having the courage to back up his convictions by attaching his signature to same. At the same time I think it due to the officers and members of the Association, also to hardware trade in general, that he enlighten them, through your columns, as to where the officers of the Association were lacking in gumption in handling the paint case he mentions. As to party signing himself a "Former Member," would say had he used his boosting proclivities, instead of his knocking, at the inception of the Association, it might have developed in accordance with his ideas. However, the fact remains that, in spite of the knockers, the war and other drawbacks, the Association experienced a nice increase in membership last year, and Secretary Macpherson gave a service to its members that was worth many times the paltry $3 membership fee.

Yours very truly,
W. J. CARTER.
Picton, Ont.

Should Discuss Trade Problems

HARDWARE AND METAL,
Toronto, Canada.

Gentlemen:—

I think your suggestion for a discussion of the Hardware Association is a good one, and should be the means of getting the ball a-rolling to make our association a real factor in the trade. I am located in a town of about 6,000 population, and believe me I am up against some real problems. Our town and the surrounding country is flooded with mail order catalogues, and the Toronto mail order firms certainly go after business here. Along with a few of the other merchants in the town I have worked hard to offset the mail order competition, but they are no doubt making great headway. Large quantities of roofing, fencing and many other lines are shipped in here. Now, we use every means we know of to compete with the mail order houses, but we often run short of ideas. I attended the convention in Hamilton to try and secure new ideas. My railway and hotel expenses, membership, etc., cost about $35. Now I think that would have been a mighty good investment if I had been able to get some pointers at the convention meetings. But what happened? When the question of mail order competition came up, as a result of a question put in the box, one of the officers got up and said he thought the less we discussed mail order houses the better. Every time we discuss their methods we only advertise them, said the officer. The result was that very little discussion took place. I claim this is the wrong attitude to take. If we are to make progress, we must take up these important questions and discuss them. The mail order menace is a real one in this country today. If we cannot discuss their methods at our conventions, then where can we discuss them? The public is not admitted to the convention. How, then, can a discussion on mail order competition advertise the mail order houses? I am one member who was greatly disappointed in the last convention, and certainly will not spend the time or money to attend another, unless I know that the important trade problems are going to receive the thought and discussion they deserve.

Yours truly,
MEMBER.

Letter from Secretary Macpherson

Editor HARDWARE AND METAL:

Dear Sir:

Under the heading, "What is Wrong With the Association," in your issue of the 3rd inst., you open up a question which will benefit the Association if thoroughly discussed, provided the criticisms offered are of a constructive character, carrying suggestions which may lead to adoption of more positive

and aggressive action on the part of the Association in seeking and securing changes in trade practices which are burdensome and unfair to the average retail dealer.

However, before any effective work can be accomplished along these lines, we must have growth in our membership, until we have at least a majority of the hardware and stove dealers in the province on the roll. Then we will become just as strong in our sphere of action as the manufacturers or the wholesale jobbers' association are in theirs.

I was told the other day that the reason why the hardware dealers in a certain city held aloof from the Association was because the Association had not stopped the wholesalers selling goods at retail. I remarked that these dealers had evidently forgotten the adage, "The Lord helps those who help themselves." Now, the city stores are the ones who suffer most from this unfair practice. Have they tried to help themselves? Just look at the membership figures at the close of the year 1916: Toronto 18, Ottawa 5, London 0, Peterboro 2, Hamilton 9, and Guelph 1. I think the city dealers have not looked at the question in the proper light. I further think that with a numerically strong Association this question could be satisfactorily dealt with and the city dealers who suffer most would have the support of the balance of the membership in correcting this injustice. Then, again, by attending the convention they would have a voice in the management and conduct of the Association, which would materially assist in carrying out the objects for which we are associated. In turn, they could help the non-city members in doing away with the boxing and carting charges which have become onerous and should be included in the cost of the goods rather than a separate charge. I am glad to state that since the first of the year we have added 25 more members from the city of Toronto.

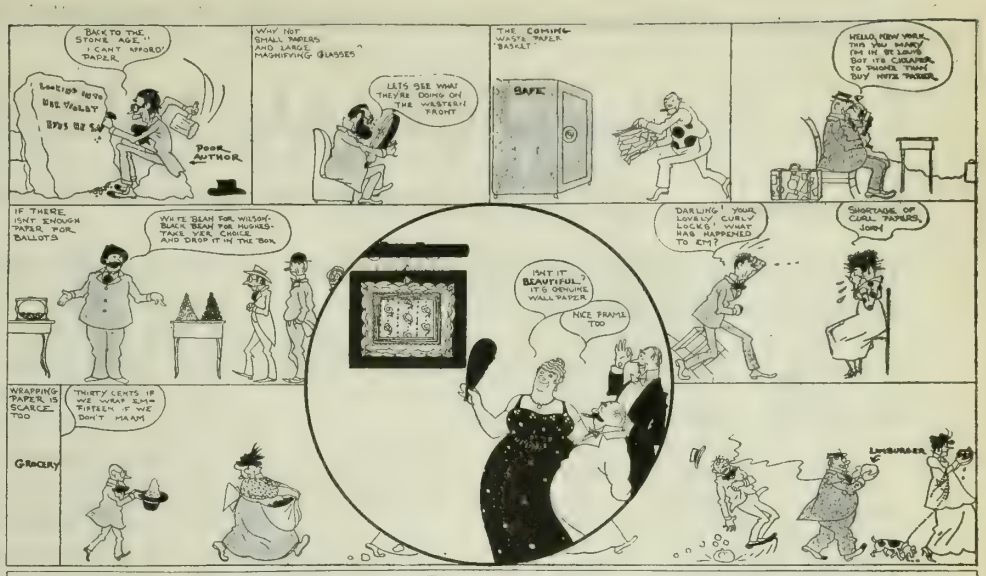
Now, Mr. Editor, I can assure you that the Association is all right. I have documentary evidence on my files from scores of members who claim the service of the past year was worth far more than the membership fee. Our membership is steadily increasing, showing 170 per cent. increase since the middle of 1915.

The membership fee is really too low, and only by a large increase in membership can our finances be put where we could undertake work which is now beyond us. Let every member put his shoulder to the wheel and we will double before next convention.

I quite agree with you that the recent convention meetings were disappointing, both in attendance and interest, and would, as one of the officers, welcome suggestions through your columns toward making the next convention full of interest and profit and one which members could not afford to miss.

I hope to see lots of letters on this question in your valuable columns and that many practicable suggestions will be offered.

Yours truly
W. F. Macpherson,
Secretary.



If the Paper Shortage Continues "Lemen in St. Louis Post-Dispatch."

Letter from the East

Editor, HARDWARE AND METAL, Toronto:

Gentlemen,—In your issue of March 3, on pages 33 and 34, "What is Wrong With the Association." I have read your article very carefully and am glad to know that you have opened the ball, and will look forward with a great deal of interest for other items. I notice in the fourth paragraph, you take up the matter of lines being pushed by departmental stores, and you state that the member or members who take these matters up, re lines that the departmental stores are pushing, should have information as to where the members can secure goods to retail at the same figure. This is something that the writer would be very glad to find out. For instance, where can the hardware men buy a steel range to compete with the one T. Eaton is advertising for $29.50, prepaid to your nearest railway station? I have tried several stove manufacturers and am unable to procure a range as up to date as this, less than $36. It is time, as you say, to lay a new keel.

If there is any reader of your paper who could give me any information re this, I would be very glad to have same. Also, I think, it is time that retail hardware men, not only in Ontario, but throughout Canada, should join forces and boycott the manufacturers who will sell to the departmental stores, who are using their towns as a dumping ground.

Automobile tire and accessory manufacturers are making a very strong effort to get the hardware men to handle their different lines, and if you take up Eaton's catalogue and compare prices on automobile tires, and the price the hardware dealer is asked to stick strictly to by the manufacturers, you naturally ask yourself the question, why are not the different departmental stores asked to do likewise, and when they don't, why don't the manufacturers cut them out the same as they would a small dealer, when they don't abide by the prices?

Yours very truly,
Walter S. Fairweather.
Sussex, N.B.

Montreal Notes

R. Misson, of the Sherwin-Williams Co., Montreal, was a visitor to Toronto this week.

G. M. Sullivan, of the U. S. Steel Products Co., was in Montreal this week-end.

W. G. Harris, president of the Canada Metal Co., Toronto, was in Montreal this week on business.

The splendid road map of Montreal and district, produced exclusively by the James Walker Hardware Co., Montreal, for their accessory business, is being used as a standard guide by the Montreal Boy Scouts, the Militia Department, McGill O.T.C., and is being reproduced in the Auto Road Guide of Canada.

Incorporations

Atlantic Pulpwoods, Ltd., have been incorporated at Quebec, with a capital of $500,000 to build and operate paper and pulp mills.

Dodge Brothers Motor Co. has been incorporated at Ottawa with a capital of $100,000 to manufacture and deal in motor cars and trucks, etc., at Windsor, Ont.

EDITORIAL COMMENT

HAVE you written that letter re association matters yet, Mr. Ontario Member?

* * *

NEXT week the Annual Spring Number—the biggest and best yet.

* * *

TOO much service is almost as bad as too little. Both lead in the direction where sheriffs and bailiffs lurk.

* * *

HERE'S a brand new role for good old John Bull—Caliph of Bagdad, to wit. He's capable of playing the part well too.

* * *

BAGDAD, Bapaume—perhaps Brussells next. John Bull may lose the first rounds of a fight but he always scores in the last.

* * *

HAS it occurred to you yet, Mr. Hardwareman, that the back yard garden idea is bound to bring a heavy demand for gardening tools?

TAX MAIL ORDER HOUSES

AT the annual meeting of the Provincial Development Commission of Prince Edward Island, the sub-committee on Agriculture introduced an interesting report, containing the following clause:—

> "We must co-operate with our merchants too. Co-operation must cover the whole field to be effective. It is a shame that there should be nothing done towards that end. We should be co-operating with the men who have made sacrifices and placed all their money, earned in a lifetime, in business. If we do something to show our appreciation of those men it would be of considerable advantage to us all. The mail order houses are taking hundreds of thousands of dollars from the country. We tax our agents that come around selling a few dollars' worth of stuff. How are we going to get at the mail order houses? We must support our local merchants or suffer ourselves. Let us co-operate and try to make the merchants understand it is for their own and our own good to get together. These are only a few hints thrown out, but the matters referred to are important. We passed resolutions at our several conventions here of the Central Farmers' Institute to be dealt with by the present Government or whatever Government may come after. These too may have their effect.

This shows the right spirit. In addition it displays an understanding of the close affinity of interest between the farmer and merchant—a point seldom appreciated or understood. The farmer needs the local dealer and is deliberately working harm to himself in helping to foster catalogue trading.

THE MEMBERSHIP OF THE ASSOCIATION

IN a letter appearing in this issue, Secretary Macpherson of the Ontario Retail Hardware and Stove Dealers' Association, raises the point that the desired quickening of activity in association matters can only be achieved with an increase in the membership. He is quite right in this respect, at least, that the future of the association depends upon the growth of the membership. At the same time the fact that increased activity and increased membership must necessarily go together, should be squarely faced. Any man who has identified himself with Association matters in any active degree will vouch for the difficulty that is met in securing new members. Mr. Macpherson who has worked harder and longer at this problem than anyone else, knows that the task of drawing in new members is very hard.

Why? Because the hardwaremen who are not members are not convinced that it would pay them, or that it would be worth their while to join. To get these men in as members, the Association must offer new inducements, new service. Otherwise it will be impossible to get as many new members as are desired. and needed. This is what is meant by increased association activity and increased membership going hand in hand.

This is the dual problem before the Association.

GETTING TOGETHER

ONE of the outstanding developments of the last year has been the desire of men in business to *learn*. It has been manifested in many ways, but most conspicuously in the willingness of retail merchants to get together and discuss matters of mutual interest. This has been particularly noticeable in the West. As this is written, the editor has before him no fewer than five newspaper clippings from five different points, each telling of meetings of business men at which questions of broad importance were discussed. At all these meetings the outstanding feature was the tendency shown to discuss such questions on the broadest basis; to "get down to brass tacks"; to look facts in the face. For instance, at one place the Board of Trade discusses the delivery question; at another the real value of advertising in reference to better service is emphatically endorsed; at still another place the merchants very unreservedly confessed their sins in the matter of loose credits and resolved to all do better in future.

The old idea of keeping away from your competitor, of hiding your methods and ideas, of refusing to come in the open with any discussion of trade problems—all this fortunately is passing away. Business men are finding that it pays to get together, to discuss matters openly and unreservedly. They are going to benefit by the change.

EVENTS IN THE TRADE

Obituary

Charlton, Ont.—The death occurred of Louis C. Wideman, who conducted a hardware store for many years.

Fire Losses

Arnprior, Ont.—Fire destroyed the hardware and furniture store of F. S. Rudd.

Death of Geo. F. McKay

New Glasgow, N.S., March 13.—The death occurred here of George Forrest McKay, at the age of 82 years. Mr. McKay saw and assisted in the founding of the Nova Scotia Steel and Coal Company and was its oldest director.

John Dawson Killed in Action

Corp. Robert John Dawson, of the P.P.C.L.I., has been killed in action. Corp Dawson went overseas with the 3rd University Company. Prior to enlisting he was engaged as a salesman for the Canadian Fairbanks-Morse Co., Front street, Toronto.

Business Changes

Hamilton, Ont.—Simpson & Martin, hardware merchants, have dissolved partnership, G. B. Martin continuing.

Herbert, Sask.—H. M. Klassen, hardware and lumber, has disposed of the lumber end of his business.

Grand Mere, Que.—Nealt & Nobert have dissolved partnership. P. C. Neault is continuing the business in the same stand.

B. A. Burke With Corning Glass Works

B. A. Burke, for 20 years associated with the American Metal Polish Co., who is well known to the Canadian hardware trade, has severed his connection with the company and will in future be identified with the Corning Glass Works, Corning, New York, in the marketing of their Pyrex Transparent Baking Ware. Mr. Burke will look after the interests of the company in Ontario, Quebec and the Eastern Provinces.

New Firms

Toronto, Ont.—M. Porter & Co., hardware and plumbing, have registered.

Mather, Man.—Hunter & Newton, hardware merchants, are opening a branch at Courtwright.

Ayer, Alta.—Ayer Hardware Co. has succeeded W. C. Hoskins.

Moore Park, Man.—J. H. Creighton, by Home Lumber Yards, Ltd.

Sinclair, Man.—W. H. Smith, hardware, has been succeeded by C. L. Smith, hardware merchant, has been succeeded

Personal

M. J. Beatty, of Beatty Bros., Fergus, Ont., has left for a trip to Montreal, St. John, and the Maritime Provinces generally.

H. A. Harrison has been appointed Toronto representative for Butterfield & Co., manufacturers of taps, dies, reamers, etc., Rock Island, P.Q., with headquarters in the Traders' Bank Building, Toronto. Goods will be carried in stock at this address.

Industrial

London, Ont.—The City Council have granted the McClary Mfg. Co., permission to lay a gas main to the city limits to connect with the Southern Counties Gas Co.'s line.

Montreal, Que.—The Steel Company of Canada has obtained a permit to erect a building on Notre Dame Street West, St. Joseph's Ward, to cost $1,200.

Three Rivers, Que.—The Mechanical Engineering Co., of Montreal, are building a new factory here to cost about $100,000. The plans include a large machine shop which will be equipped with new machinery.

Brantford, Ont.—Mickle, Dyment & Son have entered the toy industry and have completed a shipment to Toronto of a carload of new wooden construction model sets. Two local firms are now ousting imported toys from the Canadian market and preparing for the time when German products will again come into the market.

Toronto Personals

William Ough of Aurora, hardware merchant, spent a day in Toronto during the week.

Richard Blain, M.P., Brampton, Ont., was in Toronto during the week on a business trip.

William Toase, hardwareman of Caledon East, was in Toronto on a business trip during the week.

George Padget of Padget & Hay, hardwaremen of Agincourt, was in Toronto on business during the week. Mr. Padget's trips are not quite as frequent during the winter months as they are in summer as their motor truck makes access to the city easy. When the roads are good.

R. C. Misson of the Sherwin-William Company, Montreal, paid a visit to the Toronto branch on his return journey from Winnipeg where he has been making a trip in the interests of the company.

Duckpin League Formed

A Wholesale Hardware Duckpin League has ben formed in Montreal, the following firms being entered:—Caverhill Learmout Co.; L. H. Hebert Coy.; A. C. Leslie & Co., Ltd.; A. Prudhomme & Fils, Ltd.; Thos. Robertson & Coy., Ltd.

The following are the officers:—

President, J. F. Sibbald, A. C. Leslie & Co.; 2nd. Vice Presid., J. E. Anderson, Lewis Bros., Ltd.; Secretary, N. Hynes, Caverhill Learmont Co.; Treasurer, W. Peart, Thos. Robertson & Co., Ltd..

Committee:—J. Gratton, L. H. Hebert Ltd.; O. Manseau, A. Prudhomme, Fils; R. F. Cockburn, Caverhill Learmont & Co., Ltd.;

Games will be played on Windsor Alleys.

St. John, N.B., News

L. Dugal, M.L.A., hardware dealer, of Edmundston, N. B., who was re-ected in the recent New Brunswick general elections, when the Government was overturned, will, it is generally understood, become a member of the new Cabinet. Mr. Dugal's son, Louis, returned this week from Europe, having lost his right leg as the result of wounds received at the front.

The contract for the superstructure of the new Government railway grain elevator at St. John, has been awarded to the Fegles Bellows Engineering Company, of Winnipeg and Fort William. The work will begin about April 1, if the foundations are complete by that time, and the contractors expect to complete the structure by October.

A large number of delegates have signified their intention to be present at the third annual convention of the New Brunswick branch of the Retail Merchants' Association, which is to be held in St. John this week. Horace Chevrier, of Winnipeg, president of the Dominion Board, and other Dominion officials, will be among the speakers.

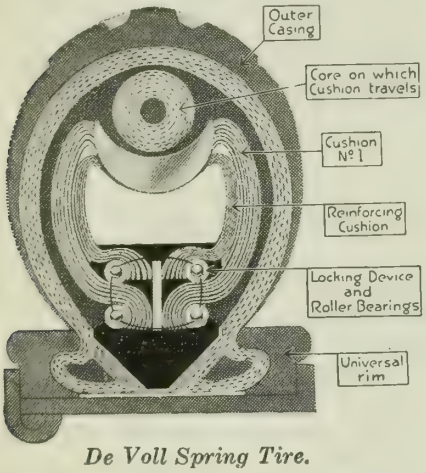
Santoline, Ltd., has been incorporated at Toronto with a capital of $40,000 to manufacture soap, greases and disinfectants, etc., at Toronto.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

DE VOLL SPRING TIRE

The American Spring Tire Company, 30 West Lake Street, Chicago, Ill., is now placing the DeVoll Spring Cushion Tire on the market. This spring cushion, the makers state, has been invented and developed not only to replace but to



De Voll Spring Tire.

surpass the air tube in all its features. This tire, the makers claim, offers all the advantages of the air tube and yet eliminates disadvantages, such as punctures, blow-outs, rim cutting, creeping delays and accidents caused therefrom. This tire is made to fit, without alteration, inside any new or old casing now on the market. The tire is composed of a series of Swedish steel springs made to fit inside of any outer casing. The spring cushions do not come in contact with the casings but are suspended on four roller bearings. The function of the roller bearing permits the tire to take the side thrust the same as the air tube. Each spring is a unit, free in its action, and at the same time firmly locked in a housing. The core on which the outer casing rests holds the casing to a narrow tread where the casing is thickest and can stand the greatest amount of wear and tear. This, it is claimed, makes the whole tire easier to run, steadies the car and causes the engine to run smoother. The cushions are so constructed that all friction is positively eliminated. Rusting is not possible as they are kept lubricated by a strip of brass placed between each spring leaf. In a test of a spring cushion for a tire, size 34 x 4, the maximum of 340 pounds to the unit was reached and as there are six units on the ground at the same time when the tire is in action, it carries a load of 2,040 pounds per tire, or 8,160 pounds to the car. It will give perfect action from 150 pounds to the above figure. The springs have a clock spring temper and, it is claimed, will not break.

LAWCO WINDOW REFRIGERATOR

The Lawco window refrigerator is being marketed by the F. H. Lawson Co., Cincinnati, Ohio. The refrigerator is made of heavily galvanized sheet steel thoroughly covered with a durable coating of pure aluminum bronze. Ventilation is provided, it is claimed, according to the most scientific principles and the entire refrigerator can be cleaned and scalded as frequently as the dictates of cleanliness and good health require.

The refrigerator rests on the outside window-sill with two wires securely fastening it to the window-frame. It can be furnished with or without swinging hinge.

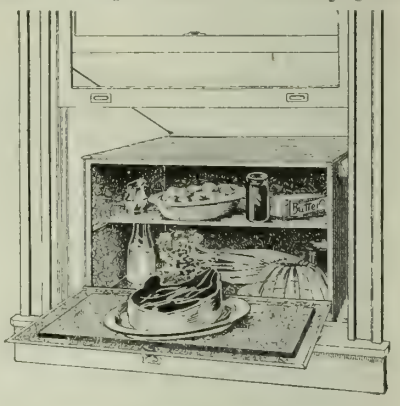
When open the door rests on the inside of the window-sill, making a wide, steady shelf. The makers also state that during the spring, fall and winter months the refrigerator without ice will keep the family provisions at the proper temperature, saving many times its cost in ice bills alone.

Stanley Picture Slides.

STANLEY PICTURE SLIDES

Two moving picture slides have just been prepared by the Stanley Works of New Britain, Conn., of which one is presented herewith, and will be sent on request to dealers who stock Stanley garage hardware.

Slide F1 pictures the Stanley garage



Lawco Window Refrigerator.

hardware window display. If a dealer will have this slide shown in his local moving picture theatres at the same time he has his garage hardware display in his windows, it is said, the attention of his customers will be attracted just that much more to his display, and the display will result in a proportional increase of sales.

The Stanley Works will announce shortly a series of electrotypes for dealers to use in connection with their newspaper advertisements. Two of these advertisements are planned for the dealer to use in calling the attention of his customers to his Stanley garage hardware window display.

Slide F2 advertises the Stanley garage door holder No. 1774.

For further information about these slides or the other Stanley garage hardware selling helps, write the Service Department, the Stanley Works, New Britain, Conn.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Iron and steel have both scored further advances in price during the week and it is reasonable to expect further advances in the manufactured products. Other advances have been made in the prices of strap and tee hinges, steel butts, currycombs, cutlery, borax, tackle blocks, loaded shells, coil chain, cross-cut saws, buck-saws and many other lines. One of the most important was a sudden and rather unexpected advance of 10c per lb. in Paris green, used extensively as an insecticide. Business continues good. The outlook for spring is very satisfactory. The chief difficulty of wholesalers is in securing supplies. Many shipments of badly-needed goods have gone astray and despite effort of the wholesalers and railroad officials, no trace of the goods can be found. In many cases full car-lots are lost, causing serious inconvenience to both wholesaler and retailer.

MONTREAL MARKETS

MONTREAL, March 15.—Iron and steel show advances this week, and the indications are that articles made from these products will advance still further. Some advances have been shown in shelf goods. The market appears to expect further price changes however, and in the event of the U.S.A. doing anything more definite in the war than has so far been done, the upward trend is likely to materialise quite quickly. A new and fresh demand for automobile accessories is noted this week, also an advance in gasoline not due to automobile demand yet. The approach of the opening of navigation is responsible for a quieter tone in the general demand for goods, but business is still brisk and looking to great activity when navigation does open.

Butts and Hinges Show Some Advances

SHELF GOODS.—There are fewer changes this week in shelf goods, but change sheet men in the large wholesale warehouses are anticipating a further series of advances. The symptoms of more trouble in this way are found in the iron and steel market which usually starts the ball rolling for all articles made of iron and steel, either upwards or downwards as the case may be, only markets seem to have forgotten how to go downwards since the war got fairly into its stride.

Curry Combs Again

Up go curry combs again. They have been advancing gaily by joyful little jumps and sometimes bigger ones for a good many months. The new "discount" is plus 25 on list.

Cutlery Up 5 Per Cent.

Advance cutlery five per cent. on all pocket goods and the retailers so doing will not lose money when making sales. Cutlery of all kinds is advancing steadily, and is very scarce in supply.

Carpenters' Pencils Scarce

There is a scarcity of "Tortoise" carpenters' pencils which is relieved slowly by new deliveries coming forward from the United States.

Wood Screws Scarce

Still the scarcity of wood screws persists, and there is small sign of relief to this aspect of the situation. Discounts are shown in current quotations.

Files Also Scarce

Munition files are scarce, but the ordinary sizes used in general work are not noticeably short in supply though no line of tools is in any condition of over-supply at present. File prices may advance before long it is believed.

Glue Very Scarce

The tremendous scarcity of glue is causing firms quite prominent in the line to buy in supplies wherever they can be found.

Corrugated Hinges Up

A ten per cent. advance in corrugated hinges is noted this week. In this the corrugated are not lonely.

Light and Heavy T. and Strap Also

Light and heavy T and strap hinges are also up in price this week. Their discount now is 20 and 10 which shows an upward movement decidedly.

Discounts on Butts

New discounts are announced this week on butts as follows:

No. 840, 17½ per cent.; No. 804, 20 and 10; No. 802, 25; No. 800, 15; No. 838, 17½; No. 842, 25; No. 844, 25; No. 810, 12½; No. 814, 12½; No. 830, 17½. This advance in butts was predicted recently in HARDWARE AND METAL.

Borax Advances

The price of borax has been advanced in Montreal by merchants in a large way of business, to 12½ cents a pound. Formerly 10 cents was charged.

Wood Tackle Blocks Up

The new discount on Wood tackle blocks is 35 off. This was formerly 45 off.

Builders' Hardware

Change list men are still busy with alterations on all lines of builders' hardware occasioned by the ten per cent. advance in effect now all over.

Auto Accessories Demanded; Tires Up

AUTOMOBILE ACCESSORIES.—A very marked demand for automobile accessories from the country districts and small cities has been noted by wholesalers in Montreal. The demand is not only active, but is showing call for very varied range of goods, and orders coming in are for as far forward as early fall. Advances in prices of the accessories made of steel are not at all unlikely as the season advances owing to the generally firm trend of affairs in the markets, and it was announced on the morning of the date of writing this report that automobile tires had advanced by five per cent. in the States, and would probably advance equally in Canada.

Bale Ties Advanced As Predicted

NAILS, WIRE, ETC.—No further changes are recorded in market conditions of nails and wire products for the current week, but the old familiar firmness maintains very markedly. Wire nails at $5.25 base, and all the usual lines of wire advanced according to the figures mentioned last week are good evidence of the firmness, and the advance in bale ties as predicted in last

week's HARDWARE AND METAL has duly taken place. Single loop bale ties quote as follows: No. 12 $5.80 per hundred pounds: No. 13, $5.90; No. 13½, $5.95; No. 14, $6.05; No. 15, $6.25; No. 16, $6.50. Cut hay wire is quoted now at per hundred pounds No. 9, $5.75; No. 10, $5.80; No. 11, $5.90; No. 12, $6.00; No. 13, $6.10; No. 13½, $6.10; No. 14, $6.25; No. 15, $6.50. Bright wire and hay wire prices as advanced were quoted last week, the bright wire base price being $5.50. Stove pipe wire is quoted at No. 18, $6.70, No. 19, $7.20. Further advances in nails, staples, and wire are expected. Steel advanced 35 cents per hundred pounds in Pittsburgh last Friday, according to reports received in Montreal.

Enamelware Brisk; Stoves, Etc., Quieter

STOVES, RANGES, ETC.—There is still a certain dullness in the market for stoves, ranges, and enamelled ware but indications of firmness for the future begin to show rather more definitely. The steel used in manufacture of stoves advanced half a cent a week ago, and there may be further movements this way making prospects of stove and range price advances for the fall trade. Meantime there is not a great deal of activity though with opening of navigation brisk business in all lines represented by the trade will take place. Enamelled ware is in similar condition as regards prices, firm, but with no actual changes made, and demand has been very good of late for both enamelled and galvanised ware. Maple season goods are being made by the principal factories in the stove, range, and enamelled ware line in Montreal and a considerable rush of demand for these goods is developing.

Steel and Iron Prices Advanced

IRON AND STEEL.—Advances went into effect this week on all the familiar lines of steel used in the hardware business. The extent of the advances is about twenty cents per hundred pounds. Conditions in the iron trade fully warrant the new quotations as there has been no alleviation of the situation regarding pig-iron, and the materials used in the manufacture of steel. Coal shortages, car shortages, and the impending war cloud over the United States have added to the firmness of tendency in all branches of the iron and steel industry. There is a marked scarcity of tungsten used in making tool steel, and the prices of high speed steel goods will probably be advanced. This will in turn affect other steel goods for the machinery to produce these will cost more to replace as wearing surfaces of tools give way under pressure of industrial activity. It looks like another period of advancing prices for iron and steel goods, but the position does not warrant predictions at present.

	Basis.
Common bar iron, per 100 lbs.	$ 3.60
Refined iron, per 100 lbs.	3.85
Horseshoe iron, per 100 lbs.	3.85
Norway iron	11.00
Mild steel	4.50
Band Steel	4.50
Sleigh shoe steel	4.50
Tire steel	4.70
Toe calk steel	5.40
Mining tool steel, per lb.	0.13½
Black Diamond tool steel, per lb.	0.14½
Spring steel	6.25
Single reeled machinery steel	6.25

Corrugated Sheets Are Now Priced Net

SHEETS, PLATES, ETC.—Prices of black sheets have advanced again this week, and there is marked scarcity of supply. Supplies of tinned iron are also short to the verge of famine in this line. It seems as if it would be almost impossible to obtain any of these now in large quantities. Charcoal tinplates are at practically nominal prices now, and it is hard to get any at all. Very few Canada plates are available at present, and prices are very firm. Galvanised sheets are in the firmest market, and quotations are made subject to possible delays in delivery for stocks in Montreal are small. Corrugated sheets are priced as quoted in current quotations but the 7½ per cent. discount is declared no longer operative to dealers in Montreal, the prices quoted being "straight" net prices. This material is now exceedingly scarce and supplies available are dwindling while new supplies are slow to arrive. Charcoal terne plates have advanced, also American cokes as noted in current quotations.

Ropes and Cordage May Go Higher

ROPES, TWINES, ETC. — While there has been no alteration in prices of the principal lines of rope and cordage familiar to the hardware trade, the odd lines of ropes and packings made of Italian and Russian hemp etc., are looking firmer, and indeed have actually advanced in the States. Canadian manufacturers have also firmed up their prices a shade or two on these lines which are not in very urgent demand in the trade. The main lines of rope and cordage are likely to advance still further, as primary market conditions are exceedingly firm, and show steadily increasing firmness of tendency. So far however, no new quotation lists have been issued on ropes. Binder twine prices are still unfixed and will not be out for some little time yet.

Gasoline and Coil Oil Advance One Cent

GASOLINE AND COAL OIL.—Once again gasoline and coal oil have advanced, the extent of the advance this week being a cent a gallon. The new prices went into effect on Tuesday morning. Gasoline now quotes in Montreal at 31½ cents to 32 cents a gallon and Royalite coal oil is 16 cents a gallon while Palacine is 19 cents a gallon. The reason for the advance is a proportionate advance in crude oil. Transportation difficulties make it necessary to use stocks carefully in Montreal at present there being enough but not too much of these oils available for business and industrial needs.

Old Metals in Quieter Condition

OLD METALS.—Demand has been rather less active for old metals, etc., in Montreal this week. Supplies have been adequate to meet all call, and prices maintain as quoted last week, when as will be recalled several advances were noted. The market for metals in general has been a little sluggish in tone of late, and the market for old materials has rather slackened in sympathy. A revival is anticipated should there be any definite action towards war by the United States in which case metals are likely to come into sharp markets again.

Tea lead	0.07	.....
Heavy lead pipe	0.09	.....
Yellow brass	0.16	.....
Red brass	0.21	0.21½
Light brass	0.11	.....
Heavy zinc	0.10	.....
Heavy copper	0.27	.....
Old cast iron, per gross ton.	20.00	21.00
Stove plate, per ton	11.75	.....
Old rubbers, boots and shoes	0. 8¼	.....
Overshoes, lumbermen's rubber boots	0. 6½	.....
Auto tires	0. 5½	.....
Bicycle tires	0. 2½	.....

Lead and Zinc Products Steady

LEAD, ZINC, ETC.—No changes have been made in the prices of the lead and zinc products this week. These materials are all in firm market but prices as quoted last week represent the range of quotations to the retailer. The metal markets were a trifle easier this week which has meant the maintenance of prices, following the advances of the previous week, but no falling back is evident nor any tendency to falling back in cost of the principal products listed.

Lead pipe, lb.	$0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	Plus 10%	....
Lead wool, lb.	0 16	....
Lead sheets, 3 lbs. sq. ft.	0 17	....
Lead sheets, 3½ lbs. sq. ft.	0 17	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 37	....
Solder, strictly, lb.	0 35	....
Solder, commercial, lb.	0 33	....
Solder, wiping, lb.	0 33	....
Solder, wire, lb.	....	0 52
Zinc sheets, per lb.	0 33	....

Ingot Metals in Quieter Market

INGOT METALS.—The market for the ingot metals has been quieter this

week, but lead and tin remain firmly priced, and there is not any very marked tenedency to fall off in price displayed by any metal. Opinion is however expressed that short of a further upheaval such as the active belligerence of the U.S.A. lead and the metals may not go higher.

Lead Found Firm

For small orders lead prices are a little up as compared with last week. Larger orders might find the market easier. Quotations are $12.25 to $13.50 and as high as $14. per hundred pounds. Smaller orders higher prices, but a discount prevails for cash on small orders.

Copper Hard to Get

There is a shortage of copper on the market, supplies coming in very slowly. Prices are shaded up a little for small orders being $40.50 to $41 per hundred. Larger orders would find quotations range from $36 to $39.

Tin Keeps Firm

While there is a slightly easier tendency in tin, the market is still fairly firm, and prices from $51 to $53 for large quantities, and $56 to $57 for smaller orders prevail.

Spelter Dull in Market

There has been a slight dropping off in spelter for the past week, and quotations $14 to $14.50 for small quantities, and a shade less than that for larger orders are recorded.

Antimony is Quiet

Antimony is also in quiet market with quotations ranging from $29.00 by one merchant quoting for large orders to $32 for smaller quantities.

Aluminum Lower

A slightly lower figure is quoted for aluminum, the price being $70 as against $72 per hundred pounds last week. Demand is light.

TORONTO MARKETS

TORONTO, March 15.—Wholesale hardware dealers are experiencing the most difficulty in getting their stocks replenished on orders that have been placed. They state there is more concern in this respect than there is in getting the goods delivered to their customers. Railroads have been accepting freight shipments a little more freely. Goods that have been shipped by the manufacturers often require a lot of tracing before their whereabouts is located. Some of the more notable advances during the week include iron and steel, wrought butts, strap and tee hinges, Paris green, corrugated strap hinges, coil chain, electric weld chain, loaded shot shells. Business has been very good during the week. Some wholesalers express surprise at the way business continues to keep up. They state they do not know where it is all coming from.

Tee and Strap Hinges Moved to Higher Levels

HINGES An advance of approximately 7 per cent. has been made in the price of heavy and light tee and strap hinges, through the changing of the discount for these goods. Where formerly the discount for both heavy and light tee and strap hinges was 30 and 5 per cent. it is now 20 and 10 per cent. Chest hinges No. 820 and 910 are now quoted at 25 per cent. off list. List prices on the tee and strap hinges will be found in the current quotations. Corrugated strap and tee hinges have also been advanced and the new net prices are as follows:

	Strap, per doz. prs.	Tee per doz. prs.
4-inch	$1.25	$1.60
5-inch	1.60	2.25
6-inch	2.15	2.70
8-inch	3.75	4.80
10-inch	5.40	7.80
12-inch	8.40	....

On the screw hook and strap hinge there has been no change.

Wrought Steel Butts Have Been Increased

BUTTS.—By the changing of the discounts on wrought steel butts an advance of approximately 5 per cent. has been made. Where the discount on No. 804 was formerly 30 and 5 per cent. off list it is now 20 and 10 per cent. On No. 840 the discount was formerly 25 per cent. and is now 17½ per cent. For No. 800 the discount is now 15 per cent. as compared with 20 and 5 per cent. formerly. On No. 810, which are table hinges, the new discount is 12½ per cent. as compared with 15½ per cent. formerly. No. 814 carries a discount of 12½ per cent. as compared with 15½ per cent. formerly. Following is the complete list of discounts:—

No. 800, 15%; No. 838, 17½%; No. 840, 17½%; No. 804, 20 and 10%; Nos. 810 and 814, 12½%; Nos. 802, 842, 844, 25%.

Coil Chain and Electric Weld Up

CHAINS.—A higher price is now being quoted on B.B. American coil chain, the new base price being $10.30 per 100 lbs. for ⅜ in. size. On the B.B. electric weld chain there has also been an advance amounting to 30c. per hundred on the base size. Three-eighths chain is now quoted at $6.30 per hundred pounds with the usual differential for smaller and larger sizes. On Lord Ward treble crane or dredge chain the prices are as follows: ⅜ in., $15 per 100 lbs.; 7-16 in., $13.75 per 100 lbs.; ½ in. $12.50; ⅝ in., $12.25; ¾ in., $12; ⅞ in. and 1 in., $11.75; 1⅛ and 1¼ in., $10.50.

Pulleys and Plated Silverware Higher

SHELF HARDWARE. — Advances have taken place in a number of lines of shelf hardware during the week. There is little cessation in the upward trend of prices as indicated by the lengthy lists that wholesale houses mark up each week. Among the lines that have advanced during the week are pulleys of various kinds, saw vises, gasoline torches.

Pulleys 10 Per Cent. Higher

There has been an approximate advance of 10 per cent. in japanned pulleys, comprising awning and screw pulleys. One size of the awning pulley that formerly sold for $1.20 is now quoted at $1.40.

Plated Silverware Increased

An advance of 10 per cent. has been made effective in the Community silverplate, applying more particularly to the Sheraton pattern. Dessert spoons that formerly sold for $6.35 are now quoted at $7.

Saw Vises Go Up

Increases in price have been made effective on saw vices, No. 103 now selling at $10 per dozen, No. 100 at $5.45 per dozen, No. 94 at $7.70 and No. 95 at $11.45 per dozen.

Gasoline Torches

Higher prices have been recorded on the Clayton & Lambert line of gasoline torches, the discount having been changed to 10 per cent. off list.

Valves Moved Higher

Discounts have been altered on Jenkins globe, angle and check valves, the new quotation being 5 per cent. off list. Penberthey globe, angle and check valves have also been changed to a similar discount. Gate valves in both patterns are now quoted at 10 per cent. off list.

Discount on Loaded Paper Shells Changed

SHOT SHELLS. — The discount on smokeless powder paper shells for Dominion, Remington Canadian make and equal grades has been changed to net list, which makes provision for an increase of 2½ per cent., the former discount being 2½ per cent. off list. Shells loaded with black powder remain the same as previously, at 10 per cent. off list.

Gasoline, Coal Oil and Lubricating Oils Up

GASOLINE, COAL OIL, LUBRICATING OILS.—A further advance all along the line has taken place in the various oil products. Gasoline and benzine have advanced 1c. per gallon and are now quoted at 30½c. and 31c. per gallon. Coal oil has been moved up a similar amount and Canadian prime white is now quoted at 15c. per gallon, Royalite at 15c., Palacine at 18c., Lampoline at 15c. and Electroline

at 18c. Castor oil in some instances is being quoted at 30c. per pound. Black oil for summer use is now quoted at 12c. and for winter use at 13½c. XXX machine oil is now quoted at 23c. per gallon. About the only grade that did not advance during the week is fuel oil, but advances in this product were recently recorded. The occurrence is somewhat unusual for the increase to be so general in all oil products. Usually there is a sliding upward from class to class with intervals between. This time, however, the advance was all along the line. The advance has been occasioned through the firmness in the primary market for the crude oil and the steadily increasing demand for the refined products. Still higher prices for gasoline are anticipated before the summer is far advanced.

Oil Heaters Advance 15 Per Cent. in Price

OIL HEATERS.—An advance of 15 per cent. has been made in the price of the Perfection oil heaters. Perfection No. 120 that formerly sold for $3.35 are now quoted at $3.85 each, which is an advance of 50c. On the No. 130 the new price is now $4.25 as compared with the former price of $4.25, while the No. 125 is now quoted at $3.80 as compared with $3.25 formerly. Coincident with the announcement of the new prices the numbers have been changed to distinguish the new and improved pattern that is being put out this year. Following are the new numbers with the old numbers in parenthesis:

No. 520 (120), each	$3.85
No. 525 (125), each	3.80
No. 530 (130), each	4.25
No. 560 (160), each	6.55
No. 630 (230), each	5.65
No. 660 (260), each	7.95

Discount on Pumps Has Been Changed

PUMPS.—Some manufacturers have changed the discount on pumps in certain instances and some are now quoted at 30 per cent. off list whereas the discount formerly was 35 per cent. all along the line. On cistern pumps the same differential is made and in some instances the pumps are quoted at 30 per cent. in some instances and 35 per cent. on other pumps. On set lengths the discount has been changed to 25 per cent., where formerly it was 35 per cent. On brass lined cylinders and brass body cylinders the discounts have remained unchanged at 25 per cent. off list for the former and 20 per cent. on the latter.

Readjustment in Prices of Oakum

OAKUM.—A readjustment in some oakum prices has been recorded during the week, in one instance a decline having been recorded. Clipper U.S. is now quoted at 17c. per pound as compared with 18c. recently. U.S. Navy (English) on the other hand has been advanced 1c. per pound and is now quoted at 17½c. Plumbers' spun oakum remains unchanged at 8c. to 8½c., best American at 20¾c. to 21c., U.S. Navy (American) at 20c. to 20.3c.

Eavetrough and Conductor Pipe Higher

EAVETROUGH, CONDUCTOR PIPE, CONDUCTOR ELBOWS.—An advance of approximately 8 per cent. has been made in the price of conductor pipe, eavetrough and eavetrough conductor elbows. The discount is now 30 per cent. off the list on these various lines as compared with 35 per cent. formerly. The reason for the advance is stated to be the high price of galvanized sheets and difficulty to obtain them. Demand is somewhat light at present as it is the off-season for most of these lines. Following are the list prices on the various lines:

PLAIN CONDUCTOR PIPE.

2 in., in 10-foot lengths	$ 8.00
3 inch	9.70
4 inch	12.80
5 inch	17.50
6 inch	21.30

O. G. EAVETROUGH.

8 inch	$ 6.90
10 inch	7.70
12 inch	9.10
15 inch	12.50

EAVETROUGH CONDUCTOR ELBOWS.

2 inch	$ 1.90
3 inch	2.20
4 inch	3.60
5 inch	9.00
6 inch	10.50

Above lists subject to 30% discount.

Nails Continue Firm; Advance Not General

NAILS, WIRE.—Although one of the large manufacturers of nails is quoting at higher prices on wire nails there has as yet not been a general movement toward higher levels. At this centre they are still quoted at $4.95 base. There is a firmness in the market, however, as there is also a firm market for all wire products. Prices of wire held steady during the week at the advance recorded one week ago.

Black Sheets Have Been Altered in Price

SHEETS, PLATES.—There has been a slight alteration in the price of black sheets in certain instances. On gauges No. 12, 14 and 16 increases from 10c. to 30c have been recorded, but in the heavier gauges a decline of 15c. has been made effective in certain quarters. There is, however, a range in the market with a tendency to firmness and an inclination to advance prices in the near future. The market for the most part holds at $6 for No. 10 gauge and $6.15 for No. 28 gauge. There is strong probability that prices will be advanced in the near future. Following is the range in the market:

	Per 100 Lbs.	
No. 10 gauge	$6.00	$....
No. 12 gauge	6.10	6.20
No. 14 gauge	5.80	6.10
No. 16 gauge	5.90	6.15
Nos. 18-20 gauge	5.95	5.80
Nos. 22-24 gauge	6.00	5.85
No. 26 gauge	6.05	5.90
No. 28 gauge	6.15	6.00
No. 29 gauge	....	6.10
¼-inch (boiler plates)	6.25	....

BOILER TUBES.—Boiler tubes are in firm market owing to the advances that have taken place in the Chicago and Pittsburg destricts, where an advance of 10 per cent. has been made by dealers during the week. Local dealers state tubes are now selling in the United States at higher figures than they are in Canada, where it is necessary to pay freight and duty. There is a strong probability that local dealers will advance their prices in the near future.

Iron and Steel Advance 25c Hundred

IRON AND STEEL.—With the general firmness in the market for iron and steel there has been a movement toward higher levels during the week and an advance of 25c. has been made effective quite generally. Common bar iron is now quoted at $4.25 base, common bar steel at $4.50, refined iron at $4.65, angles at $5. There has been an exceptionally good demand, purchasers for the most part wanting to buy out of stock for immediately delivery. In the face of the demand and the difficulty to get stock there is a continued firmness in the market even at the recent advance. Following are the quotations:

	Per 100 lbs.	
Common bar iron	$	$ 4.25
Common bar steel	....	4.50
Refined iron	....	4.65
Angles, base	....	5.00
Horseshoe iron	....	4.50
Norway iron	7.50	9.00
Mild steels	....	4.50
Tire steel	....	4.70
Toe calk steel	....	5.15
Sleigh shoe steel	....	4.75
Band steel	....	4.75
Spring steel	....	6.00
Mining tool steel	17.00	18.00
Sheet cast steel	25.00	35.00

Old Materials Show Tendency to Weakness

OLD MATERIALS.—There has been a tendency toward weakness in the market for old materials during the week. The demand has not been as heavy as in recent weeks and the condition is manifested in the easier tone prevailing. There have been no actual declines with the exception of old rubbers, boots and shoes, which are now quoted at 8½c per pound, which represents a decline of ¼c. Following are the prices being paid by dealers:—

	Per lb.	
Tea lead	$ 0.06½	.....
Heavy lead pipe	0.09½	.....
Yellow brass	0.17	.....
Red brass	0.22	.....
Light brass	0.10	.....
Heavy zinc	0.09½	.....
Heavy copper	0.29½	.....
Old cast iron, per ton	16.00	.....
Stove plate, per ton	14.50	.....
Old rubbers, boots & shoes	0.08½	.....
Overshoes, lumbermen's rubber boots	0.06½	.....
Bicycle tires	0.02½	.....
Auto tires	0.06	.....

Lead Products Are Having Good Run

LEAD PRODUCTS.—Although there is a slightly easier feeling in the primary market for pig lead during the week there has been no change in lead products locally. The pig lead market shows a tendency to fluctuation from day to day. During the week it was quoted as high as \$10.62½ at New York, but dropped down to \$10 per hundred for spot on Wednesday. There has been a good demand locally for all lead and zinc products and prices have remained stationary during the week.

Lead pipe, lb.	\$0.16	....
Lead waste pipe, lb.	0.17	....
Lead traps and bends	10% on list	
Lead wool, lb.	0.15	....
Lead sheets, 3 lbs. sq. ft.	0.15¾	....
Lead sheets, 3½ lbs. sq. ft.	0.15¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.15½	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0.34	....
Solder, strictly, lb.	0.32¼	....
Solder, commercial, lb.	0.31¾	....
Solder, wiping, lb.	0.31½	0.32
Solder, wire, lb.	0.35	....
Zinc sheets, per lb.	0.25	....

Hemp Cordage Goes Up 4c Per Pound

CORDAGE.—An advance of 4c. per pound has been made in the various classes of hemp cordage. This rope is principally used by boats and shipping interests and includes ratline, hawsers and lanyards, marline, houseline and hambroline, yacht marline, deep sea line. In the tarred ratline the base price for ⅝ inch and larger is 40c. per pound. For the tarred bolt rope used as hawsers and lanyards the price is now 42c. per pound for the base size of ⅝ inch. Tarred marline, houseline and hambroline is also quoted at 42c. per pound for ⅝ inch. Tarred yacht marline has been increased to 54c. per pound. Untarred hemp rope of ⅝ inch diameter and larger is now 44c. per pound, halyards or deep sea line is also 44c per ⅝ inch, while white polished halyard rope is 30c. per pound base. Italian hemp rope of ⅝ inch diameter and larger has been increased to 44c. per pound, an advance of 4c. Packings have been increased 2c. per pound, hemp now selling at 30c per pound, Italian hemp packing No. 1 is quoted at 38c., Italian No. 2 is qpoted at 30c. and square braided packing at 32c. All goods in balls and hanks are now quoted 1c per pound extra instead of ½c. per pound as formerly. Cordage companies are now filling spring orders, in some cases deliveries are almost completed. This is earlier than usual as dealers realized the necessity of getting their goods well beforehand if they did not want to run chances of being caught without stock when the demand starts in the spring. Binder twine prices have not yet been announced, but are expected some time this month. Everything points to much higher prices for binder twine than have ever prevailed before.

Oil Stove Demand Has Started Early

STOVES, ENAMELWARE. — Manufacturers report that oil stoves are going as fast as they can make them with shipments being forwarded as soon as the goods are manufactured. The oil stove business has already started and in this respect is earlier than usual. Merchants have considered it advisable to get their stocks in as early as possible owing to the uncertainty that might be connected with delivery later in the season. The demand for gas ranges is lighter at present than it has been recently. Manufacturers anticipate as the season advances there will be a worse shortage of materials. Enamelware of all kinds is in firm market with a good demand which is causing present stocks to dwindle.

Foundry Pig Iron Will Be Available Soon

PIG IRON.—The situation in the pig iron market is slowly improving on account of the more favorable weather conditions and better transportation facilities. Foundries will now be able to get supplies of coke and pig iron and thus extend operations. The pig iron market in the U.S. is firmer and prices on some grades have advanced. Production is increasing and coke prices are easier.

The Steel Co. of Canada is again operating both furnaces, and will soon have supplies of foundry pig iron on the market. No prices are as yet available.

INGOT METALS. — The situation in the metal market has not changed much during the past week. Owing to the unsettled outlook, business is dull, any pronounced activity is not looked for until the political situation clears up. That is to say, if war were declared between the United States and Germany, it would relieve the present tension and an active market would result. The feature of the market is the continued advance in copper which has touched a new high level. Quotations on other metals are unchanged but firm. Business locally is very good, but a scarcity of copper is reported.

COPPER.—The copper situation shows very little change, although the price has advanced and is still nominal. The metal is very scarce for all deliveries over the first half. Copper has advanced 1c. and is quoted at 40c. per pound for lake and electrolytic, and 39c. for castings copper.

TIN.—The market is quieter but prices continue firm and unchanged. The market is still being affected by the submarine menace, but not so much as formerly. Supplies of tin continue to come across in steady volume, but the demand is small. Local quotations, 53c. to 55c. per pound.

SPELTER.—The situation in the spelter market is unchanged and the price stationary. Local price, 13½c. to 16c lb.

LEAD.—The market is well sold ahead, there being very little lead left for March or April delivery. The market continues strong and prices unchanged at 12½c. to 13c. per pound.

ANTIMONY.—There is still some scarcity of antimony, but the market is easier and unchanged at 35c. per pound.

ALUMINUM.—The demand for aluminum has improved but supplies are lower. The market is firm and unchanged at 68c. per pound.

LONDON MARKETS

LONDON, Ont., March 15.—Prices of hardware continue to advance. There is a scarcity of many lines and it will become more acute with the advent of spring and the consequent spring demand for supplies. Business has been fair during the week. The outlook for spring is excellent.

Bar Iron and Steel Advance Further

Bar iron has scored another advance and is now quoted at \$4 base. Bar steel has advanced to \$4.25 base.

Hinges and Butts Go Higher

Steel butts, tee and strap hinges, shelf brackets have all advanced approximately 10 per cent. New net prices have not been issued at the time of writing.

Wire Products Score 25c Advance

As intimated in another report in HARDWARE AND METAL last week wire products have in several lines advanced 25c per 100 lbs.

O and A Wire Up

Oiled and annealed wire has advanced 25c per 100 lbs. to a new base of \$5.50, making net prices as follows:

Per 100 pouns: No. 10, \$5.66; No. 11, \$5.72; No. 12, \$5.80; 14 hay bailing \$5.90.

Stove Pipe Wire Up

An advance of 25c per 100 lbs. has gone into effect on stove pipe wire making new prices as follows:—No. 18, \$6.70 per 100 lbs.; No. 19, \$7.20 per 100 lbs.; small lots 8c lb.

Wire Nails Unchanged

Wire nails are decidedly firm but unchanged in price. Price locally for wire nails is \$4.95 base, and \$4.70 base for cut nails.

Fence Wire Unchanged

No change has been made so far in prices of fence wire, which remain un-

changed as follows per 100 lbs:—

Barb, $4.65; No. 9 galvanised $4.25; No. 12 galvanised, $4.45; No. 13 galvanized, $4.55; No. 9 coiled spring, $4.30.

Saws, Sets, Handles Advanced in Price

Cross cut saws, handles and sets have been advanced in price, new prices on X cut saw handles follow:—No. 3, $3.30 doz.; No. 4, $3.00 doz.; No. 5, $4.50 doz.; Lion one man, $3.30 doz.

Cross cut saw sets have also been moved upwards. Lincoln saw sets are quoted at $6.70 doz. Whiting pattern sets are now $4.75 doz.

Quotations on some lines of saws follow:—No. 0. Racer 5 ft., $3.75 each; improved racer 5½ ft., $4.35 each; Premier 6 ft,. $5 each.

Buck Saws Up 5 Per Cent.

An advance of 5 per cent. has gone into effect on buck saws making new net prices as follows:—

Happy medium, $6.85 doz.; whiting pride, $7.20 doz.; new century, $8.25 doz.; Prince Rupert, $9.05 doz.

Linseed Oil Firm in Price

Linseed oil is very firm in price at present, with a fair demand. Prices in effect are as follows:—

	Raw.	Boiled
1 to 2 bbl., per gal. ...	$1.40	$1.43
3 to 5 bbl., per gal. ...	1.39	1.42
6 to 9 bbl., per gal. ...	1.37	1.40

Turpentine is unchanged at 78c per Imp. gal. for single barrel lots, and 77c per Imp. gal. for 2 to 4 bbl. lots.

Five gallon lots are quoted at 85c Imp. gallon.

Quotations on Spring Lines

Local merchants and those in the surrounding country look for a large volume of spring business. Prices prevailing on some spring lines are as follows:

Poultry netting, Canadian 1 and 2 in. mesh, 30-10 per cent.

Screen cloth, painted, 100 ft., $2.75; painted 50 ft., $2.80; bronze $14c sq. ft.; harvest tools, 40 per cent.; spades and shovels, 1sts, 35-10 per cent.; 2nds., 35 per cent.; 4th., 20 per cent.

WINNIPEG MARKETS

WINNIPEG, March 15.—The big feature of the week's market is the further advance in price on the various lines of wire. Annealed, bright, tinned, galvanized and plain twist all show increases over former quotations. Wrought iron pipe and fittings, wrought, cast and malleable are also included in the lines affected, as well as saddlery, hardware, snaps, buckles and rings, with Paris Green and linseed oil showing big increases.

Paris Green Goes Still Higher

New prices issued on Paris Green two weeks ago represented a considerable increase over last year's figures and the present advance of 10 cents per lb. recalls to mind the shortage prevailing last summer and the high prices asked by those retailers fortunate enough to have a stock. In these stores retail prices attained to the $1 per lb. figure, which certainly showed a nice profit. The new prices as represented by to-day's advance are: ½ lb. pkgs., 61c. per lb.; 1 lb. pkgs., 59c. per lb.

Oil Goes Higher

After a considerable period of quiet linseed oil is again in the limelight this week with an advance of five cents per gallon. This advance has threatened for some time now and was predicted in these columns on more than one occasion. No shortage, due to conditions in the States, is reported as yet, but the unsatisfactory state of affairs now prevailing in the South has undoubtedly hastened this advance in price, and may result in further increases being put into effect in the very near future. Quotations based on this increase are: Raw, $1.40 per gal., bbl. lots; boiled, $1.43 per gal., bbl. lots.

The local market on turpentine shows no change and prices are holding at quotations below:

Per gal.: 85c., bbl. lots; 88c., ½ bbl. lots; 90c., 5 gal. to 1 gal. lots.

Wire Products Make Further Advances

The advance recorded in annealed wire, bale ties and bright tinned wire is 25c. to 30c. per 100 lbs., according to gauge and follows closely on the heels of a similar increase a couple of weeks ago. New prices are as follows:

Annealed: 9, $6.20; 10, $6.25; 11, $6.32; 12, $6.40; 14, $6.60; 15, $6.75; 16, $6.90 per 100 lbs.

Bale Ties: Ft. William, $6.55; Winnipeg, $6.95 per 100 lbs.

Bright Tinners. 0-9, 06.40; 10, $6.46; 11, $6.52; 12, $6.60; 13, 6.70; 14, $6.80; 15, $6.95; 16, $7.10 per 100 lbs.

Plain Twist Wire: Ft. William, $4.35; Winnipeg, $4.75 per 100 lbs.

After several weeks of inactivity galvanized wire has also advanced, the new prices representing an advance of about 50c. per 100 lbs. This results in the following quotations being now made:

Plain Galvanized: 6, 7, 8, $6.20; 10, $5.25; 11, $6.25; 13, $5.50; 14, $6.55; 15. $6.70; 16, $6.90;9, Ft. William, $4.85; Wpg., $5.25 per 100 lbs.; 12, Ft. William, $5.10; Wpg., $5.50 per 100 lbs.

Coil Spring Wire: 9. Fort William, $4.90; Wpg., $5.30 per 100 lbs.; 12, Fort William, $5.15; Wpg., $5.55 per 100 lbs.

Iron Pipe Prices Further Advanced

The recent advances in wrought iron pipe though small have been pretty regular, with the result that to-day's quotations are at an extremely high level. Another increase of about 2½% goes into effect immediately, which brings best available figures to this high mark:

Black: ¼, $4.55; ⅜, $4.64; ½, $6.08; ¾, $7.52; 1, $11.12; 1¼, $15.03; 1½, $18; 2, $24.21; 2½, $38.25; 3, $50.04; 3½, $62.28; 4, $73.80; 4½, $91.80; 5, $107.10; 6, $139 per 100 ft.

Galvanized: ¼, $6.98; ⅜, $7.07; ½, $7.83; ¾, $9.95; 1, $14.67; 1¼, $19.89; 1½, $23.76; 2, $31.95; 2½, $50.58; 3, $$66.15 per 100 ft.

Pipe Fittings and Coppers Advanced

All classes of fittings have also undergone a revision in price and new quotations represent advances in all cases. Cast, malleable and wrought fittings are each affected.

The situation in the paper market is by no means improved, and although no change has been made in the price of Kraft wrapping paper for some time back, this has been due in a large measure to large stocks being on hand. The advance, then, which is in evidence in the price given below comes hardly as a surprise and marks another high water level. To day's quotation is 11¼c. per lb.

Soldering coppers are now being quoted at prices shown below, which represent an increase over former figures:

Per lb.: 3 lbs. and over, 66c.; 2½ lbs., 67c.; 2 lbs., 68c.; 1½ lbs., 69c.; 1 lb. 72c.

Bells Higher For Next Fall Trade

Prices are now available for sleigh bells for fall shipment and these quotations represent higher prices all the way through. The present cost of leather would undoubtedly influence the price of all strapped lines and the price of brass and bell metal is not showing any signs of decreasing, so present figures seem quite justified.

During the week, revised discounts have been issued on bit stock drills, blacksmiths' drills and jobbers' drills and needless to say the tendency has been upward. The new discounts are as noted herewith:

Bit stock, No. 108, 35%; Blacksmiths' ½ in. round shank, 30%; jobbers No. 105, 30%.

Sadlery Lines Go To Higher Levels

Another advance in the various saddlery lines is recorded for the week. The new prices on lines familiar to the trade being as follows:

Screw Cockeyes: per doz., 465 x 1¼, 57c.; 1½, 66c.; 1¾, 81c.; 2, $1.02.

Snaps: Gross: 422 x ½, $4.80; ⅝, $4.80; ¾, $4.80; ⅞, $5.20; 1, $5.60; 290 x ¾, ⅞, 1, $5; 1¼, $8.65; 1½, $9.60; 1¾, $10.60; 2, $12.

Roller Breast Snaps: Per Doz., 439 x 1½, $2.30; 1¾, $2.50; 2, $2.65.

Carriage Hardware Higher

Carriage and wagon hardware has also increased in price as will be seen by the items mentioned below. Whiffltree cockeyes, tips, couplings, ferrules and clevises and buggy wrenches are now selling at the advanced price of 20c. per lb. Whiffltree hooks and centers and neck yoke centre and end irons have also come in for revision and new prices represent an advance of about 7½%.

Miscellaneous Advances

Other lines which have come in for revision during the week are noted below.

LePage's glue shows an advance for the largest size package—no change being made in the 1 oz. tubes or 1 oz. and 2 oz. bottles. Present quotations are being made at:

1 oz. tubes, 90c.; 1 oz. bottles, 90c.; 2 oz. bottles, $1.80; ½ pt. tins, $3.60; 1 pt. tins, $5.60; 1 quart, $9.

Butter Bowls Advanced

Maple butter bowls are now being quoted as follows:

Per doz.: 13 in., $3.75; 15 in., $5.50; 17 in., $12.50; 19 in., $18; 21 in., $22.20.

Wrenches Go Higher

Along with all lines of other wrenches, the combination nut and pipe wrenches have advanced in price, the new figures being as follows:

Short nut, polished, per doz.: 43 x 10, $20.70; 12, $23.40; 15, $33.30.

Long nut, polished, per doz.: 45 x 10, $22.75; 12, $25.65; 15, $36.45.

Revised Prices

These lines have also come in for revision as noted in quotations given herewith:

Hay Rack Clamps, per doz.: 1, $18.50; 2, $20.

Stewart Handy Workers, $12.50 each.

WEEKLY PAINT MARKETS

(Continued from page 44.)

per pound. Finest orange gum shellac is quoted on the local market at 63c to 69c and finest white gum at 65c to 69c. Prices quoted during the week represent an advance of 5c to 10c per pound. Shellac varnish in gallon tins has accordingly increased in price and pure white is now quoted at $3.50 to $3.60 per gallo as compared with recent quotations of $2.90 to $3.25. Pure orange varnish shellac is now quoted at $3.25 to $3.50 per gallon which represents a considerable increase.

Mixed Paint Trade Continues Satisfactory

MIXED PAINTS.—With the firm position of all raw materials that enter into the manufacture of paint there is a disposition in some quarters to anticipate higher prices for mixed paints. It is pointed out that the conditions of manufacture warrant an advance but whether it will be made in the near future remains doubtful. Higher prices might have the effect of shutting off demand and manufacturers are not anxious to retard what otherwise gives promise of a good season. Reports of sales continue very satisfactory.

AMENDMENTS TO COMPENSATION ACT

(Continued from page 26.)

the time limit should not apply, but the allowance should be continued for a period during which the working man, had he lived, could reasonably have been expected to provide for its needs.

Employees and Executive Officers May Come Under Act

The original Act provided that employers who accepted all the hazards of the business might themselves go on the pay roll. There was no provision, however, made for the case of executive officers. These have now been put on the same footing as the employers.

There is also a provision covering the case of working men employed in Ontario and resident in that province, who go temporarily to work in the Province of Quebec. In these instances they do not forfeit their protection under the Act.

In addition to paying the salaries of the Compensation Board, the Government under the new Act may also contribute $100,000 towards the expenses.

CATALOGUES AND BOOKLETS

5,000 Facts About Canada

The 1917 issue of "5,000 Facts About Canada," has just been issued by the Canada Facts Publishing Co., 588 Huron street, Toronto, Ont. The book, consisting of 75 pages, was compiled by Frank Yeigh, and contains a wealth of information about Canada, its provinces, cities, industrial pursuits, railway and business facts, etc. Copies can be secured for 25c.

U.S. IN WAR WOULD BOOST PRICES

From *Hardware Age*

The question of knowing what to do in a business way under present conditions is still beset with that perplexity which has clouded the future ever since the beginning of the European war. So counsel is to be had only from such experience as we may glean from the past, and the unrestrained use of common sense.

In the beginning it is evident, solely from a business point of view, that the uncertainty at this writing as to whether we shall ultimately drift into war is the most potent and depressing factor in the situation. As long as this uncertainty exists, caution will prevail and business enterprise halt as to commitments for more than immediate and present needs. Anticipation is usually worse than realization, and once the tension is relieved there will be a new impetus given to business activities.

Should war come, as now seems almost inevitable, the entrance of the Government into the market in a vast way as a buyer will have a pronounced effect upon both prices and production in nearly all lines. This will be especially true in all metals, and already lead and copper are high and strong in anticipation of such a demand.

There will likewise be a great and immediate demand not only for munitions of war, but for all manner of accoutrements as well. Everything made of canvas and leather will respond to the sudden impulse of abnormal demand, and will be high-priced and hard to obtain. Most munition and arms factories will probably be engaged in Government work, so that the commercial supply of rifles, revolvers and metallic ammunition will be correspondingly decreased. They are scarce enough at present when it comes to getting orders filled promptly, and it seems the part of wisdom for the dealer to provide at once for at least a reasonable portion of these goods that usually sell best in the fall. Loaded shells will probably not be so difficult to obtain, as the machinery making them is not fitted for manufacturing ammunition for war uses.

It may be well likewise to provide with reasonable preparedness for things of leather and canvas, for as high-priced and scarce as they now are, they will probably be scarcer and higher-priced before peace in Europe comes. It seems likely that the demand for builders' hardware and carpenters' tools will continue, for building commitments are already made, and it is the part of economy to carry them through. This will probably be true of machinists' and mechanics' tools, for at present there is nothing in sight to more than temporarily check manufacturing activity.

The continuation of industrial activity will to some extent offset still further advances in prices by maintaining the purchasing power of the many. In agricultural districts there will be no probable decline in the prices of farm products until new crops are harvested. Even then the likelihood is still for remunerative prices of all agricultural staples, because of the abnormal demand caused by the war. Yet even though the outlook is apparently for a continuation of present demand and of even higher prices for some months to come, it is well to make provision for the future only in moderation, bearing in mind that it is always the unexpected that happens, and that it is quite impossible that next fall may see the beginning of the end and the ushering in of the inevitable readjustment.

The Signal Motor Truck Co., of Canada, Ltd., has been incorporated at Toronto with a capital of $50,000 to manufacture motor trucks and automobiles at Toronto.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 15.—In a paint market, which is full of difficult conditions, and has been for months, Paris green appears this week as the sensation item. Paris green prices advanced suddenly last Friday by 10c a pound. The new season's prices, in fact, had hardly been well announced before need for alteration arrived at a bound in extra cost of materials and complications of kindred type to those besetting all manufacturing industries at present. In other respects, the paint market is much as it was last week, only linseed oil is seriously scarce now, and some manufacturers are conserving turpentine as if a shortage of this also were expected, though there is no definite news to that effect, and indeed the primary market is a shade weaker. Whiting has advanced in some quarters, but putty is unchanged. Glass will no doubt go higher. Painters' sundries and brushes are all in firm and advancing market, some of the finer brushes especially so.

Paris Green Prices Up Ten Cents a Lb.

PARIS GREEN.—Owing to the higher cost of materials used in the manufacture, and to the many contributing causes found in the state of the markets and transportation, etc., to-day, prices of Paris green have been advanced by 10c per pound, and present prices at that prevail only subject to prior sale. The market is very firm indeed for this product, and, though the advance is considerable, it may not be the last. Montreal prices of Paris green are a quarter of a cent less per pound than the Toronto prices, due to difference in transportation cost. Prices for 100-lb. drums, Munro's and Canada Paint, Paris green are now $54.75 f.o.b. Montreal, Bergers $55.50, with other prices in proportion as given in current quotations.

Turpentine Shows A Local Firmness

TURPENTINE.—There is a tendency in Montreal this week to conserve supplies of turpentine. As one manufacturer observed, "It would not be good policy for us to make a small profit on the sale of a raw material which we may urgently need ourselves in manufacture later on." Not that there has been any word of any forthcoming shortage in turpentine; indeed, the primary market news is rather calculated to ease the market than otherwise, but just that transportation is so uncertain, that paint manufacturers prefer to conserve stocks. They have had trying experiences of late in all raw material markets. Prices quoted on turpentine this week are for one-barrel lots only, and while, as mentioned, the primary market hardly justifies any advance in turpentine quotations for the one-barrel lots this week are 80c, 82c, and up to 85c per Imperial gallon, with no one apparently very anxious to part with stocks.

Linseed Oil is Seriously Scarce

LINSEED OIL.—There is unfortunately no improvement this week in the situation affecting linseed oil. The crushers having done their utmost to secure new supplies of flaxseed, are still persistently persuading transportation facilities to improve, but so far the improvements noted have not done much to help linseed oil. At present it is frankly admitted by crushers that the situation has reached a serious enough stage. While the first difficulties were bad enough, crushers had fair stocks, and were able to tide along successfully taking care of orders placed before the shortage became evident. This state of affairs was kept going as long as business skill could keep it going, and, while there was anxiety regarding the future, no one was seriously inconvenienced for the immediate present. Now, however, unless there are better supplies of seed and steady supplies delivered rapidly serious inconvenience is likely to be caused. No one is quoting linseed oil for general market, but the nominal value of linseed oil raw is $1.42 a gallon, and for boiled $1.45. One firm in Montreal is congratulating its luck on securing 500 barrels of badly needed linseed oil from England. This consignment escaped the perils of war by sea, and is arriving in Montreal as fast as congested railways will let it come. But it is doubtful if a single cask of it will be for sale except as a favor to valued business friends.

White Lead in Oil Remains Very Firm

WHITE LEAD IN OIL.—Although the market for linseed oil is simply non-existent, and though dry white lead has been steadily firm of late and the metal markets show no very pronounced tendencies towards easier quotations, white lead in oil is not altered in price upwards this week, and seems to be stationary as regards market figures for the time being. There is not any very sharp demand, and one firm at least is not at all anxious to sell white lead in oil. "We prefer to sell mixed paints than the materials from which mixed paints are made during the present difficulties as regards supplies of raw materials," is the opinion expressed. The price quoted in Montreal this week is still $14.80 per 100 lbs. in one ton lots, and $15.10 for less than ton lots.

Mixed Paints Very Firm in Tendency

MIXED PAINTS.—It would not be at all surprising if mixed paints advanced in price before long. No one who has paid any attention at all to the trend of the markets for raw materials can fail to have noticed that prices of raw materials have gone far ahead of their quotations when the latest advance in paint prices was made known in the fall of last year. Transportation troubles such as have since prevailed were then undreamt of. Metal prices such as even now prevail were hardly thought likely. The near famine in linseed oil was not expected, though a pessimist might have predicted it in a blue moment, and would have been very properly squelched for depressing his community. Now all the almost unbelievable difficulties that have beset the paint manufacturing business really happened, and are still happening. Consequently nobody need grumble or feel aggrieved if paint prices advance even before the sorting order business of the present spring season is disposed of. Nothing definite has been done as yet—at time of writing—but there will be wisdom in preparedness as regards paint supplies.

Whiting is Firmer; Putty is Unchanged

GLASS AND PUTTY.—There is no alteration as yet in the price of glass

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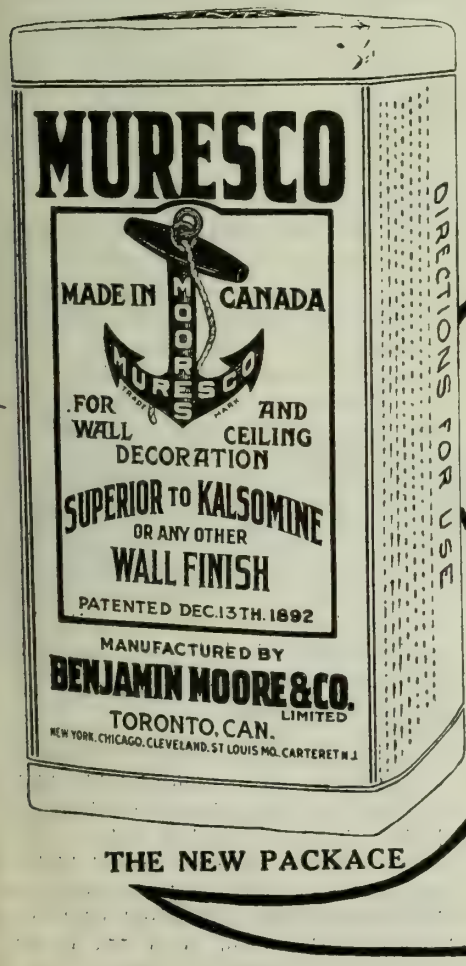

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following the distinctly strong tendency of the market indicated last week. Undoubtedly, however, glass for all general purposes is going to cost more in Montreal. The effect of the recent advances in the United States is sure to be felt practically in all Canadian centres concerned, though there is a difference between Quebec and Ontario in regard to the price of glass as those in the trade are aware. Putty prices are unchanged for the current week, the quotations being still $3.10 per 100 pounds for bulk in casks. Whiting has, however, gone firmer this week, being quoted now at $1.75 per 100 pounds in barrels for ordinary, and $1.85 for gilders. These prices in contrast to the 60c figure familiar before the war, look fairly tall, but may not even represent the top of the market at that. With linseed oil where it is and whiting thus advancing, there are prospects of higher-priced putty.

TORONTO

TORONTO, March 15.—There has been a continued good demand for paint products during the week. Manufacturers express their satisfaction at the way the spring trade continues to shape up. There is little trouble being experienced in getting orders, the greatest trouble lying in getting the raw materials. Linseed oil is still in narrow compass as the crushers are unable to get sufficient supplies of seed to keep their mills running the way they would if the seed were plentiful. Prices on linseed oil showed a grading downward in certain instances and upwards in other quarters. Turpentine was quoted lower by some dealers. White lead in oil held steady in price. Shellac was again advanced for both the gum and the varnish shellac in time. Paris green made a big upward movement during the week, the advance being 10c per pounds, or almost 25 per cent.

Linseed Oil Prices Inclined Slightly Lower

LINSEED OIL.—There has been a shifting of the cards during the week so far as price quotations on linseed oil are concerned. In one instance the price was moved lower while in another instance the quotations were 5c per gallon higher during the week. When this exchange of position had been made the result was that the high quotation of the week was 1c below the high quotation of last week and the lowest quotation of the week was 1c higher than the lowest last week. There is little improvement in the situation so far as getting seed is concerned. Crushers have been securing small quantities but the amount is insufficient to meet the demand. Paint manufacturers have been buying quite heavily for the manufacture of their product and heavier deliveries of oil are expected to be made in April and May if sufficient quantities of seed can be secured. There was an easier tone to the seed market in Winnipeg during the first part of the present week, the net decline at the close on Wednesday of this week as compared with Wednesday of last week being 4¼c. There was, however, a strong market for the seed on Thursday, Friday and Saturday of last week when the high point of $2.65 per bushel was reached for the cash article. Inspections of cars at Winnipeg were heavy during the week which indicates a considerable movement of the seed. The total inspections for the week in review was 123 cars as compared with 82 the previous week. This would seem to indicate that the seed is moving more freely. Much of this undoubtedly goes to the United States. The domestic demand for oil cake is fair with no prospect of finding an outlet through export. Demand for oil during the week has been fairly good.

	Raw, Per gal.	Boiled, Per gal.
1 to 2 barrels	$1.40—$1.44	$1.43—$1.47
3 to 5 barrels	1.39— 1.43	1.42— 1.46
6 to 9 barrels	1.38— 1.42	1.41— 1.45

Turpentine Shows Some Decline in Week

TURPENTINE.—There has been an easier tendency in turpentine during the week in certain quarters with prices quoted 2c below the low figure of last week, making the range in single barrel lots from 75c per gallon. In the primary market at Savannah there was a decline of 3½c per gallon during the week on sales that were made, but there was very little buying or selling in that market. The fact that there is no export business from the South at the present is acting as a bearish feature in the market. The submarine activity is operating to keep ships on this side the Atlantic. Great Britain is fairly well supplied with turpentine stocks now which will meet her needs, it is estimated, until about November next. In the face of this feeling of security there was a decline in the London market of three shillings during the week. Receipts of turpentine in the South for the year 1916-17 are heavier as compared with the previous season by almost 40,000 casks. From April 1, 1916, to March 8, 1917, the receipts this year were 309,328 casks as compared with 270,163 casks for the same time during the previous year. Locally there has been a fair demand for turpentine. A car arrived in the city during the week and was taken up readily.

	Per Imp. Gallon
1 barrel lots	$0.75—$0.78
2 to 4 barrels	0.74— 0.77
5-gallon lots	0.80— 0.85

White Lead Market Continues Steady

WHITE LEAD IN OIL.—The market for white lead in oil continues in a firm position although prices remain unchanged during the week. Considerably higher prices were paid for pig lead in the primary market at New York during the week, but at the time of writing it was quoted on the same basis as one week ago, namely, $10 per hundred. On Thursday of last week it was quoted as high as $10.62½ for spot lead but the price settled down to the $10 basis during the first part of the present week. Linseed oil remains in a firm position with high prices prevailing and this is reflected in the position of white lead in oil. Quotations remain unchanged during the week at $15.30 per 100 pounds, in small lots and $15 in ton lots.

Paris Green Takes Jump of 10c Pound

PARIS GREEN.—A big advance in the price of Paris green was recorded during the week when 10c per pound was added to the opening quotations recently announced. This advance is equivalent to almost 25 per cent. over the opening price. In the 100-lb. drums where the price was formerly $45 per hundred pounds it is now $54. Similar advances have been made all along the line for all the various makes. The increase is attributed to the high cost of the raw materials. Following are the quotations:

	Munro's	C.P. Co.	Berger's
600-lb. bbls.	$	$52.75	$54.50
250-lb. kegs	54.00	54.00	54.75
100-lb. drums	55.00	55.00	55.75
50-lb. drums	55.00	55.00	55.75
25-lb. drums	55.25	55.25	56.00
1-lb. pkgs. 100s	57.25	57.25	58.00
½-lb. pkgs. 200s	59.25	59.25	60.00
1-lb. tins 100s	58.25	58.25	59.00

Difficulty in Getting Glass Stocks Replenished

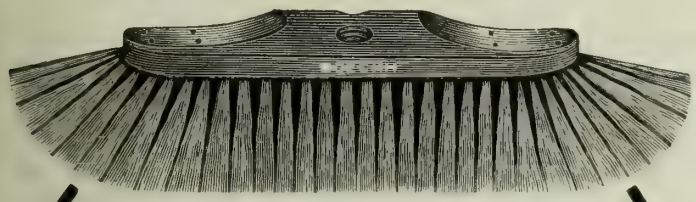
GLASS AND PUTTY.—There is a continued firmness in the glass market and importers are finding it difficult to replenish their stocks from the United States, more particularly in plate glass. One wholesale house reported that they have had stocks on the way from the United States for three months. In window glass there is a fairly good local demand, wth discounts ranging from 10 to 15 per cent. The discount of 15 per cent. is the one more generally quoted. Putty prices have remained unchanged during the week at $3.40 per hundred pounds in bulk casks and $3.85 per hundred in 100-lb. drums.

Shellac Prices Moved Up Again

SHELLAC.—With considerable higher prices in the primary markets for shellac the local market reflected the firmness and prices were moved higher. Gum shellac of TN grade is quoted in New York at 52c per pound while the local quotations run from 55c to 66c

(Continued on page 41.)

BOECKH'S



HAIR FLOOR BROOMS

Make Fast Friends With Housewives

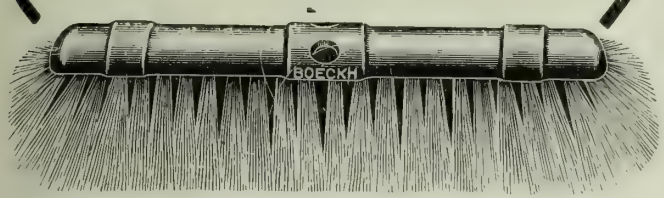
When you serve the housewife with a Boeckh Brush or Broom you have made a fast friend.

The Bristles do not fall out, neither do they collect and absorb the dust. Housewives appreciate these features and are pleased with the maximum service given. When you serve a Boeckh Brush or Broom you give your customer a full money's worth.

Good-will and a kindly feeling toward your store have been created.

Made in Canada, by expert brush-makers, and backed by our guarantee, with the whole Boeckh organization behind every claim made.

Every Brush Guaranteed Absolutely Perfect



The Boeckh Company Toronto

BOECKH TRADE MARK EST'D 1856 TORONTO

Bros. Limited Canada

BERRY BROTHERS' CELEBRATED MADE IN CANADA BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

Why Berry Brothers' brands mean bigger varnish business for you

ONE of the many practical reasons why Berry Brothers' made-in-Canada Varnishes are in such wide demand is their uniformity. Their quality is always high grade and never varies.

The earned reputation for quality and uniformity has established in the mind of the buyer a feeling of implicit confidence in our label.

This is a valuable sales-making asset for all dealers handling Berry Brothers' products.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS (INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONT.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok-or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle smokeless, $8.75 per M.

Sporting Cartridges — Centre Fire Smokeless—303 Winchester, $32.75 per M.; 302 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	12/16	$ 7.00
4/16	5.00	13/16	8.25
5/16	5.00	14/16	8.25
6/16	5.00	15/16	9.50
7/16	5.00	16/16	9.50
8/16	5.00	18/16	9.50
9/16	6.00	20/16	11.00
10/16	6.00	24/16	16.00
11/16	7.00		

Discounts from Standard List prices:

Common, 65%.

Ford's Auger Bits, 30 and 10%.

Gilmour Auger Bits, 60%.

Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

List Prices Per Dozen.

3/16	$ 4.50	12/16	$ 7.00
4/16	4.00	13/16	8.00
5/16	4.00	14/16	8.00
6/16	4.00	15/16	9.00
7/16	4.50	16/16	9.00
8/16	5.00	18/16	10.50
9/16	5.50	20/16	12.00
10/16	6.00	24/16	15.00
11/16	7.00		

Discount from above list 33 1-3 per cent. on Irwin Auger Bit.

AXES

Single Bit, doz.	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.		10 00
No. 3, doz.		10 80
No. 4, doz.		11 60
No. 5, doz.		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 20, 5%.

Standard Quality, 40%.

Side Lace Leather, lb..$1.35-$1.45

Cut Lace Leather, lb..$1.50-$1.65

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 20%.

Carriage Bolts ($1), list, 7-16 in., 5%.

Machine Bolts, ⅜ in. dia. and smaller, 20%.

Machine Bolts, 7-16 in. dia. and larger, 10%.

Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 10%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.

Coach and Lag Screws, 30%.

Skein Bolts, 10%.

Square Head Blank Bolts, 10%.

Bolt Ends, 10%.

Plow Bolts, 10%.

Elevator Bolts, 15%.

Fancy Head Bolts, 10%.

Shaft Bolts ($3 list), 10%.

Step Bolts, large head ($3) list, 10%.

Whiffletree Bolts, 10%.

Nuts, square, net list.

Nuts, hexagon, net list.

Stove Rods, per lb., 9¼c.

Stove Bolts, 55%.

Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 12½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	6 80
3 sections, 6 ft., doz.	8 20

BOILERS (Range)

30-gal. Standard	10 50
30-gal. extra heavy	13 00

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in.	7 00
No. 2—18 in.x28 in.	7 60
No. 3 20 in.x30 in.	8 00

BOARDS (Ironing)

Size 12x60 ins., doz.	8 00
Size 14x60 ins.	9 00
Folding, 14x58 ins., doz.	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ......Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	17½%
No. 800	15 %
No. 838	17½%
No. 808	17½%
No. 804	20 and 10%
Nos. 802, 842, 844	25 %
Nos. 810 and 814	12½%
Nos. 820 and 910	25 %

F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Butts—

Chicago Spring Hinges, 10%.

Triplex Spring Hinges, 40%.

Chicago Mortise Floor (5000) 40%

Chicago Relax Floor (6000), 45, 7½%.

Chicago Premier (4000), 25%.

Chicago Ajax (3000), 25%.

Chicago Fire Station, List.

Lavatory Door Hinges, 20, 10, 7½%.

Chicago Screen Door (2000), 50%.

Chicago Screen Door (3000), 25, 5%.

Non-Hold Back Screen Door Steel, 40, 20%.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—⅛ in., $14.70 per 100 lbs.; 3-16 in., $10.20; ¼ in., $7.80; 5-16 in., $6.90; ⅜ in., $6; 7-16 in., $7.65; ½ in., $7.45; ⅝ in., $7.25; ¾ in., $7.15; ⅞ in., $7; 1 in., $6.85.

B.B.B. chain is priced as follows: ¼ in., $13; 5-16 in., $11.10; ⅜ in., $10.30; 7-16 in., $10.05; ½ in., $9.85; ⅝ in., $9.65; ¾ in., $9.50; ⅞ in., $9.35; 1 in., $9.20.

Fire Welded—7-16 in., $6; ½ in., $6; ⅝ in., $6; ¾ in., $6.

B.B.B. Crane Chain—¼ in., $9 per 100 lbs.; 5-16 in., $8; ⅜ in., $7.20; 7-16 in., $7.20; ½ in., $7.20; ⅝ in., $7.20; ¾ in., $7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $12; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock

CHOPPERS, FOOD

Universal (doz.)—		London
No. 0	$14 40	$13 80
1	17 40	16 80
2	20 40	19 80
3	25 80	24 60

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths	$6.40
17, 7-strand, 50-ft. lengths	6.60
18, 6-strand, 100-ft. lengths	4.95
18, 6-strand, 50-ft. lengths	5.15
19, 6-strand, 100-ft. lengths	4.35
19, 6-strand, 50-ft. lengths	4.60

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	55 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	55 00	53 50
Copper sheet, tinned, 14x60, 14 oz.	60 00	54 25
Copper sheet, planished, 14x60 base.	64 00	60 00
Braziers' in sheets, 6x4 base	55 00	52 00

COMBS

Curry combs, list, plus 25%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	8 25	7 90
All bright, 52 sheets	9 00	8 15

Galvanized

	Apollo	Crown	Gorbals
18x24x52	6 25	7 50	9 75
60	6 50	7 75	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$22 00
IX, 20x28 base	26 00
IXX, 20x28 base	30 00
IXXX, 20x28 base	34 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets	9 00
IX, 20x28 base, 56 sheets	10 00
IXX, 20x28 base, 56 sheets	12 00
IXXX, 20x28 base, 56 sheets	14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 200 lbs., $17; 216 lbs., $18.

COKES, AMERICAN

Bessemer Steel—

14x20 I.C. base	10 00
20x28 I.C., double box	20 50

CLOCKS

Big Ben	2 40
Good Morning, each	1 05

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 45%.

Rd. Shk., 40%.

Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle	60
Disston Brand	50
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

B-H Paint Ensures Good Sales

Handling paint which is recognized by the public as the best that money can buy, places the B-H paint dealer in a distinctive class in his locality.

When particular people want painting done, they specify B-H English Paint. They know when they use it they are getting a paint which is absolutely guaranteed.

B-H "ENGLISH" PAINT
70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

This tested formula produces a paint which has maximum covering capacity, penetration and durability.

Our materials are selected with such exacting care, and we use such thorough methods of manufacture, that we cannot fail to make every can live up to its reputation of excellence.

In localities where we are not represented, we would be pleased to hear from a progressive merchant.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick 2 15
Under 40 lbs. 2 45
Mounted No. 115, each..... 7 00
Bi-Treadle, each 6 75

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1 in...$ 7 75
Russet rope shank, 1¼ in.. 9 25
Black rope shank, 1 in. ... 8 00
Black rope shank, 1¼ in.... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL)

7-16 in. gross($21.60; 9-16 in., $22.50.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt... 11 00
Masons, 5 lbs. and over, per cwt. 13 00
Napping, up to 2 lbs. 0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0 .. .. 6 65
Atlas, No. 1 .... 8 05
Atlas, No. 2 .... 8 50
Stearns, 4 in 6 70
Stearns, 5 in. 9 25
Perfect, No. 1 .... 10 45
Perfect, No. 1½ 12 00
Perfect, No. 2 .... 10 00
Storm King and safety hangers, doz. 7 00
Steel track, 1¼ in 6 75-7 00

HEATERS (OIL)

No. 520 (120), each.. ..$3 85
No 525 (125), each.. .... 3 90
No 530 (130), each.. ...... 4 25
No 560 (160), each.......... 6 55
No 620 (220), each.......... 5 65
No 660 (260), each....... 7 95

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 20 and 10% off list.

Light.	Strap.	Tee.
3 in., doz. prs...	1 00	1 00
4 in., doz. prs...	1 20	1 10
5 in., doz. prs...	1 40	1 30
6 in., doz. prs...	1 70	1 50
8 in., doz. prs...	2 50	1 80
10 in., doz. prs...	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs... 7 00
Over 14 in., per 100 lbs..... 6 50
Extra hooks for above, ⅝ in., per lb. 07
Extra hooks for above, ¾ in., per lb. 6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.90; No. 1 and smaller, $5.15; show pattern, No. 2 and larger, $5.15; No. 1 and smaller, $5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $5.35; No. 1 and smaller, $5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4 ,$6.75; special countersunk steel, all sizes, 0-4, $7.25; toe weight steel shoes, all sizes, No. 1 to 4, $7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $2; No. 2 and larger, $1.90; "Sharp" No. 2 and larger, $2.10; "Sharp" No. 1 and smaller, $2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft...... 0 12
Corrugated, ¾ in., ft...... 0 16
Corrugated, 1 in., ft....... 0 22

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 40	4 25
Refined bar steel..		4 50
Refined iron, per 100 lbs.	3 65	4 65
Angles		5 00
Horseshoe iron, per 100 lbs.	3 65	4 50
Norway iron	10 25	7 50
Mild steel	4 30	4 50
Band steel	4 30	4 75
Sleigh shoe steel..	4 30	4 75
Tie steel	4 50	4 75
Toe calk steel	5 20	5 15
Mining tool steel, per lb.	0 13½	0 15
Sheet cast steel, lb		0 25
Spring steel	6 00	6 00

IRON, TINNED

72x30 up to 24 gauge, case lots 17 50
72x30, 26 gauge, case lots. 18 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 1 25
Mrs. Potts, No. 50, nickel-plated, per set 1 35
Mrs. Potts, handles, japanned, per doz. 1 00
Sad irons, common, plain, 3, 4 and 5 lbs............ 8 50
Sad irons, plain, 6 lbs. up 6 50
Sad irons, common, plated.. 5 50
Princess Electric, each 3 20
Canadian Beaty Electric Irons, each 3 00
Gasoline Sad Irons each... 3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock .... 14c ft.
Ontario .... 19c ft.
Faultless .... 22c ft.
Mechanic .... 27c ft.
Hercules .... 25c ft.
Perfect .... 24c ft.
Faultless, extra heavy ... 27c ft.
Hercules, extra heavy ... 30c ft.
Mechanic, extra heavy ... 32c ft.
Chair ladders, each 2 00
B.T. Standard .... 18c ft.
B.T. Economy .... 14c ft.
B.T. Iron Bound, 4-8 ft...26c ft.
B.T. Iron Bound, 16 ft... 41c ft.
B.T. Iron Bound, 18 and 20 ft. .... 50c ft.
Crescent .... 17c ft.
Household .... 13c ft.
Standard .... 20c ft.
Electrician .... 26c ft.
Heavy duty .... 46c ft.
Extension .... 24c ft.

Common and Roped Extension

Up to 32 ft. .... 17c ft.
36 ft. .... 19c ft.
40 to 44 ft. .... 20c ft.
48 to 52 ft. .... 25c ft.
56 to 60 ft. .... 30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. .... 13c ft.
18 ft. to 22 ft. .... 14c ft.

F.O.B. Toronto, Hamilton, London, Montreal. Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz. 8 50
Jumbo, doz. 10 00
Jap'd Dash, doz........... 11 25
Search Dash, doz.......... 11 75
Searchlight, No. 20, doz... 19 50
All brass 24 75
Little Bobs 1 75 2 35
Copper, well japanned, doz. 14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short 0 65 0 75
Cold blast 0 75
Cold blast, short ruby 2 95 3 00
Cold blast, common ruby 2 75 3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 55
Steel Thumb, No. 3, per doz. 2 10
Steel Thumb, No. 4, per doz. 3 70
Barn Door, No. 5, per doz. 2 10
Barn Door, No. 9, per doz. 3 20

LEAD

Pig, see weekly report.	Mont'l	Tor'to Lb.
Lead wool	0 16	0 15
Sheets, 3 and 3½ lbs. sq. ft........	0 17	0 15¾
Sheets, 4-6 lbs. sq. ft.	0 16	0 15¼

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

List Each

Canadian 9 00
Dowswell 9 00
Noiseless 15 50
Hamilton 11 00
Snowball 15 00
Momentum 16 50
New Century, style A...... 16 50
New Century, style B..... 18 00
Playtime, engine drive..... 19 50
Ideal Power 28 00
Seafoam, electric 102 00
Seafoam, engine drive 44 00
New Idea, electric 134 00
Sunshine 8 50
Popular, No. 1 .... 9 50
Economic 11 50
Champion 17 00
New Excell-All 18 00
Blue Bell, without stand.. 16 50
Puritan Water Motor Washer, complete 28 00
Hydro, One Tub, engine drive 45 50
Low pressure water motor washer, each 30 00
Connor ball-bearing, with rack 18 50
I X L 18 50
Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A....... 8 50
B.T. Bonnie, style B....... 9 00
B.T. Ideal 13 50
B.T. Ideal Power 15 00
B.T. Ideal Water Motor... 25 40
B.T. Cyclone 12 50
B.T. Vollmar, No. 2 ...... 13 00
B.T. Vollmar, No. 3 .... 14 00
Forest City, engine-driven. 40 00
Forest City, electric 92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.... 1 75
Carpenters', round hickory 2 05

MOPS

Mops, O-Cedar, doz........$12 00
S. W. Mops, doz. 3 75
Mop Sticks, doz. 1 60
Cast head mops, doz. 1 40
Crescent, doz. 1 75
Crank wringing, doz....... 6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch, ..$1	3 inch... 10c
1⅛ inch, ..$1	3¼ inch... 10c
1¼ inch. ..65c	3½ inch. .. 10c
1½ inch. ..40c	4 inch. .. 5c
1¾ inch. ..40c	4½ inch. .. 5c
2 inch. ..30c	5 inch. base.
2¼ inch. ..30c	5½ inch. base.
2½ inch. ..15c	6 inch. base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $5 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $5.02½.

Cut Nails — Montreal, $4.70 base; Toronto, $4.75 base; London, $4.70; Hamilton, $4.75. No equalization of freights.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Once A User of RAMSAY'S WAX Always A User

RAMSAYS

RAMSAYS

Decrease overhead expenses with the profits received from increased sales.

THE RIGHT WAX TO WAX RIGHT

Put up in sizes to suit all Requirements from the Smallest User to the Largest. ¼ lb., ½ lb., 1 lb., 2 lb., 4 lb. tins.

A. RAMSAY & SON CO., MONTREAL

TORONTO Established 1842 VANCOUVER

MB&IW LIMITED

Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

BOILER TUBES

We have a large shipment of 3 and 3½-in. tubes just arrived, and can quote you attractive prices on your requirements. We carry from 2-inch to 4-inch tubes in stock for immediate shipment.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA

NAILS (HORSE)

C Brand.

C Brand. Size.	Per box of 25 lbs.
No. 3	$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	3 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, $7.95.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...$1.80	48 inch...$ 6.20
18 inch... 2.65	60 inch... 7.70
24 inch... 3.40	72 inch... 9.20
30 inch... 4.00	84 inch... 10.50
36 inch... 4.75	96 inch... 12.00
42 inch... 5.50	

1½ inch mesh and 19 ga. wire.

12 inch...$3.50	42 inch...$10.50
18 inch... 5.00	48 inch... 12.00
24 inch... 6.30	60 inch... 15.00
30 inch... 7.75	72 inch... 18.00
36 inch... 9.00	

1 inch mesh and 20 ga. wire.

12 inch...$ 4.00	42 inch...$12.00
18 inch... 5.50	48 inch... 14 00
24 inch... 7.00	60 inch... 17.00
30 inch... 8.50	72 inch... 20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...$10.50	36 inch...$15.00
30 inch... 12.75	

(½ inch mesh and 22 ga. wire)

24 inch...$16.50	36 inch...$24.00
30 inch... 20.10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

Invincible, 1640 .... 0 68
Invincible, 1848 .... 0 73
Invincible, 2060 .... 0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American) ....$20.75-$21.00
U.S. Navy (American) ... 20 00
Clipper, U.S. 17 00
U.S. Navy (English)....... 17 50
Plumbers (spun) .....$8.00-$8.50

OIL

	Montreal	Toronto
Can. prime white petrol	0 16	0 15
Royalite	0 16	0 15
Palacine	0 19	0 18
Lampoline	0 16	0 15
Electroline	0 19	0 18
Castor oil, per lb..	30-35	0 30
Black oil (Summer)	0 14	0 13
Black oil (Winter)	0 14½	0 13½
Cylinder Green	0 38	0 37½
Paraffine	0 21½	0 20½
XXX Machine	0 24	0 23
Fuel oil, bbls.	0 13¾	0 12¾
Fuel oil, tank cars	0 12¼	0 11¼

OLD MATERIALS

Tea lead, 6½c lb.
Lead, heavy, pipe, etc., 9½c.
Brass, yellow, 17c; red, 22c.
Brass, light, 10c lb.
Zinc, heavy, 9½c lb.
Copper, heavy, 29½c lb.
Old cast iron, $16 per ton.
Stove plate, $14.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 8½c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 6c; bicycle tires, 3½c.

PACKING Per lb.

Fine jute 0 12
Coarse jute 0 09¼
Square braided hemp ... 0 28
No. 1 Italian 0 36
No. 2 Italian 0 28

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll 1 20
Dry Fibre, No. 2 roll 62-65
Resin sized, per roll 1 00
Tarred Fibre, No. 1 roll.... 1 25
Tarred Fibre, No. 2 roll... 0 75
Surprise Fibre 0 67
Tarred Felt, per cwt....... 3 35
Asbestos Sheeting, (per 100 lbs.) ....$9.00-$12.00
Carpet Felt, 16 oz., per 100 ....$4.25-$4.50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz........$7 75
Little Star, per doz. 6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count Per case
5 gross, 4-in. (loose)........$0 85
5 gross, 4½-in. (loose)...... 0 90
5 gross, 5-in. (loose)........ 1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black (Per 100 feet)	Galvanized
⅛ in.	$ 4 50	$ 6 00
¼ in.	3 78	5 91
⅜ in.	3 78	5 91
½ in.	4 93	6 50
¾ in	6 10	8 22
1 in.	9 01	12 16
1¼ in.	12 19	16 45
1½ in.	14 58	19 66
2 in.	19 61	26 46
2½ in.	31 01	41 83
3 in.	40 55	54 70
3½ in.	50 60	67 62
4 in.	59 95	80 12
Lapweld—		
2 in.	22 57	29 05
2½ in.	33 92	44 17
3 in.	44 37	57 76
3½ in.	55 20	72 22
4 in.	65 40	85 57
4½ in	76 20	99 70
5 in.	88 80	116 20
6 in.	115 20	150 70
7 in.	152 30	196 40
8 L. in.	160 00	206 30
8 in.	184 30	237 60
9 in.	220 80	284 60
10 L. in.	204 80	264 00
10 in.	263 70	339 90

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 55%.

4" and under, running thread, 40%.

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain List

2 in., in 10-ft. lengths, list 8 00
3 in., in 10-ft. lengths, list 9 70
4 in., in 10-ft. lengths, list 12 80
5 in., in 10-ft. lengths, list 17 50
6 in., in 10-ft. lengths, list 21 30

Above subject to 30% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	% 55	% 55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl........ 4 75
Pine, green, per bbl....... 5 25

POLISH

O Cedar, 4-oz. bottles, doz.$ 2 00
O-Cedar, 12-oz. bottles, doz. 4 00
O Cedar, 1-qt. can, doz.... 10 00
O Cedar, ½-gal. cans, doz. 16 00
O-Cedar, 1 gal. cans, doz.. 24 00

Liquid Veneer—
4 oz., doz. $2 00
12 oz., doz. 4 00
32 oz., doz. 8 40
64 oz., each 1 20
128 oz., each 2 10

PUMPS

Pumps ....30 and 35%
Cistern Pumps ....30 and 35%
Set Lengths 25%
Brass Lined Cylinders 25%
Brass Body Cylinders 20%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll 1 70
Samson, 2-ply, roll 2 35
Samson, 3-ply, roll 2 95
Pluvius, 1-ply 1 45
Pluvius, 2-ply 2 00
R. S. Special, 1-ply 1 25
R. S. Special, 2-ply 1 50
R. S. Special, 3-ply 1 75
Amazon, 1 ply 2 00
Amazon, 2 ply 2 50
Amazon, 3 ply 3 00
Everlastic, 1 ply 1 55
Everlastic, 2 ply 1 80
Everlastic, 3 ply 2 05
Liquid roofing cement, per gal., in barrels 0 22
5 and 10 gal. lots, per gal.... 0 24
Coal Tar, bbl. ....$4.50-$5
Roofing Pitch, 75 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis ......lb. 29½
British Manila basis 25
New Zealand hemp basis... 25
Sisal basis 24

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia.., 2c above basis.

Single lath yarn basis 24
Double lath yarn 24½
Yacht marline, tarred 54
White polished halyards .. 30
Hemp, deep sea line basis.. 44
Hemp, tarred ratline basis. 40
Hemp, tarred bolt rope basis 42
Marline and Houseline 42
Jute rope basis 16-17½
Italian rope basis 44

Cotton, ⅛ lb.	0 42½	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 20
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 20%. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright 75
Wood, R. H., bright 70
Wood, O. H., bright 70
Wood, F. H. Brass 42½
Wood, R. H., brass 40
Wood, O. H., brass 40
Wood, F. H., bronze 35
Wood, R. H., bronze 32½
Wood, O. H., bronze 32½
Square cap ....
Hexagon cap ....

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 4 passenger....... 9 00
Awning, ea. 5 00
Table, ea. 2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 20	6.00-6.05
12 gauge	6 30	6.10-6.10
14 gauge	5 75	5.80-6.15
16 gauge	5 85	5.90-6.25
18-20 gauge	5 75	5.95-6.30
22-24 gauge	5 80	6.00-6.65
26 gauge	5 80	6.05-6.70
28 gauge	5 95	6.15-6.80

SHEETS, CORRUGATED

	Per 100 sq. ft. Galvanized
28 ga.	$ 6 50
26 ga.	7 00
24 ga.	10 00
22 ga.	12 00
20 ga.	14 00
18 ga.	18 00

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz. ....$ 8 30
U.S. 28 .... 8 00
U.S. 26 .... 7 70
22 and 24 .... 7 55
18 and 20 .... 7 40
14 and 16 .... 7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 85
16 gauge	7 40	6 95
18-20 gauge	7 60	7 10
22-24 gauge	7 80	7 25
26 gauge	8 00	7 40
28 gauge	8 40	7 70
10¾ ozs.	8 85	8 00

Add 20c for less than ton lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 70	8 00	8 05
22-24	9 00	8 20	8 25
26	9 25	8 50	8 65
28	9 50	8 75	8 95
10¾ oz.	....	....	9 30

Less 25c in case lots.

SHINGLES Per square

Standard galvanized $7 00
Shipping weight, 90 lbs.
Standard painted 5 00
Shipping weight, 80 lbs.
Discount 7½%.

SIFTERS

Common, doz. $2 00
Rocker, No. 1, each....... 4 60
Banner, each 2 40
Standard galvanized $7 00

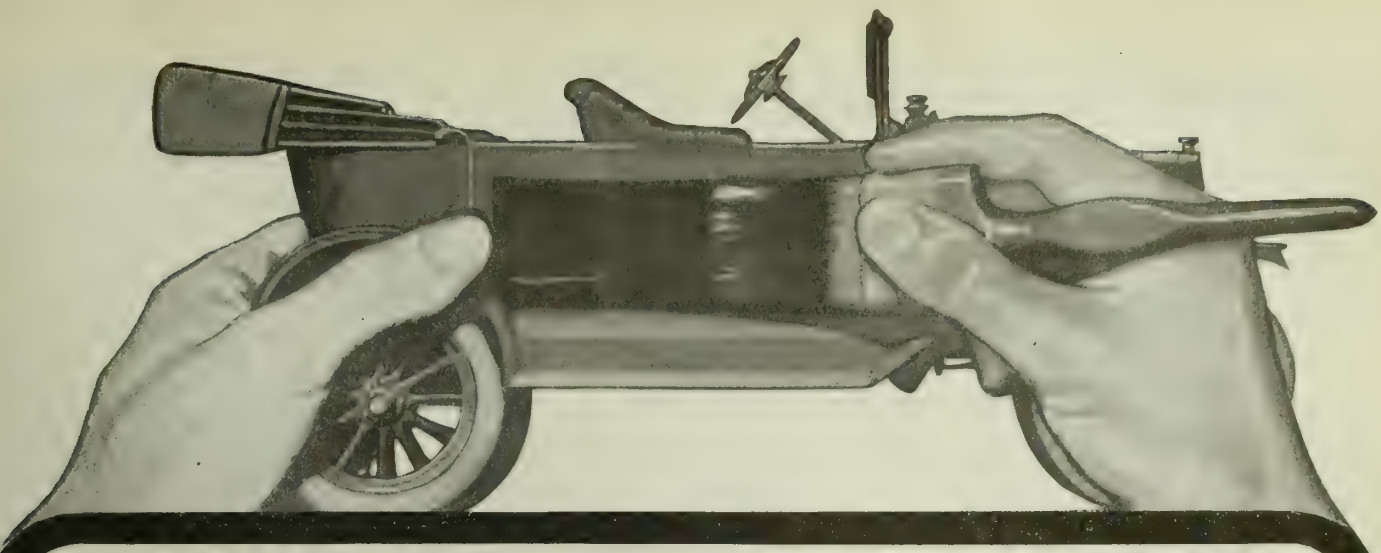
SKATES List

Boys' Hockey, polished ... 1 25
Scotia 3 25
Dreadnought 3 50
MicMac 5 00
Velox 6 50
Regal, 189 .... 6 00

Discount 30%.

SOLDERING COPPERS.

Base, per lb., 63c cents.



Paint Your Ford for $1.25

This is the slogan that's being flashed all over the Dominion in big, national magazines, through the mails and in the dealer's windows.

It has created a sensation in the Paint Trade.

Paint your Ford for $1.25. Hard for some auto owners to believe, you'll say. But it's true. One quart of Glidden Auto Finish Black which you sell for $1.25, at a good profit, will more than cover any medium-size car. It will give a finish like new — brilliant, tough and lasting.

Only a short time is required for application, and in less than 48 hours the car is ready for use. Think of the sales possibilities. There's nothing better for carriages and buggies.

Thousands of new cars the world over are finished with Glidden Varnishes. Glidden workmen know auto finishing requirements. There's no experimenting necessary. They know what is needed to do the trick.

This Glidden performance means good business for you. There are five sensible colors besides black in the line. All good sellers, all good profit-makers.

Write for Our Special Offers

We have prepared four special offers for the purpose of introducing this new member of the Glidden Family. These offers all include the complete line of Glidden Auto Varnishes, together with our quick-selling advertising features. One of them will surely fit your requirements.

Drop us a line for further details. Do this to-day, because the present prices are subject to change and there's much for you to gain by early action.

The Glidden Varnish Company, Limited

Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30%	....	20 and 5
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	25 and 5		25 and 5
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	25 and 5		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....75c per dozen net
Half polished .....50c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES — Per cwt.

Fence staples, bright, kegs. 5 10
Fence staples, galv., in kegs 5 95
Fence hooks, galv..... 5 95

In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET — Bissell's

B.. doir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap... ..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea... 7 25
Ontario, 2-passenger, ea... 6 25
Baby, ea. 4 00
"Quebec," 4-passenger, ea.. 7 25
"Quebec," 2-passenger, ea.. 6 25

TACKS — Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60. 10%
Shoe findings list adopted December 21, 1916—Net list.
List of Capped Goods adopted Jan. 1, 1916....70-10%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 35%.

TRAPS (GAME) — %

See weekly report.

Victor No. 1 ..... 1 65
Jump, No. 1 ..... 2 15
Hawley & Norton, No. 1... 2 80
Newhouse, No. 1 ..... 3 15

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) — Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS

No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES — %

Ground work 45-47
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 34
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath Cocks
Standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam Cocks
Standard 53
High grade 50
Radiator valves, standard... 30
High grade 30
Globe, angle and check valves, standard 15
Do., high-grade 10
Patent quick opening valves 55

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware: 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$3 50	$4 00	$3 90
Sectional, ½ lb., per 100 lbs.	3 50	4 25	3 90
Solid, 3 to 30 lbs., per cwt.	2 25	3 50	2 55

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz... 45 40
Garden, steel wheel, doz... 58 30
Light garden, each 41 00

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. ..... 70 %
Brass Screw Hooks ..... 70 %
Brass Gate Hooks and Eyes ..... 70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $5.75; No. 10, $5.80; No. 11, $5.90; No. 12, $6; No. 13, $6.10; No. 13½, $6.10; No. 14, $6.25; No. 15, $6.50.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.70; No. 19, $7.20.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 30%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $5.40; No. 14, $5.45; No. 15, $5.55.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5.50 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.66; No. 11, $5.72; No. 12, $5.80.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Toronto	London
Barb	$5 00	$4 65
No. 9 pl. galv....	4 25	4 25
No. 12 pl. galv....	4 40	4 45
No. 13, pl. galv....	4 50	4 55
No. 9 coil sp.....	4 25	4 30
No. 12 coil sp....	4 50	.....
No. 10 O. & A....	5 16	5 41
No. 11 O. & A....	5 22	5 47
No. 12, O. & A....	5 30	5 55

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 80
No. 13	5 90
No. 13½	5 95
No. 14	6 05
No. 15	6 25
No. 16	6 50

WRINGERS.

Royal Can., 11 in., doz. list.$84 72
Eze, 11 in., per doz..... 91 80
Trojan, 12 inch 185 00
Favorite, 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 ..... 114 72
Daisy, No. 1 ..... 105 84
Maple Leaf No. 2 ..... 103 20
Maple Leaf No. 1 ..... 94 32
Sun 78 36
Safety 97 50
Rapid 82 80
Universal 63 00
Eureka, 10" 65 00
Eureka, 11" 71 00
Eclipse 97 70

Discount off above list, 45 & 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

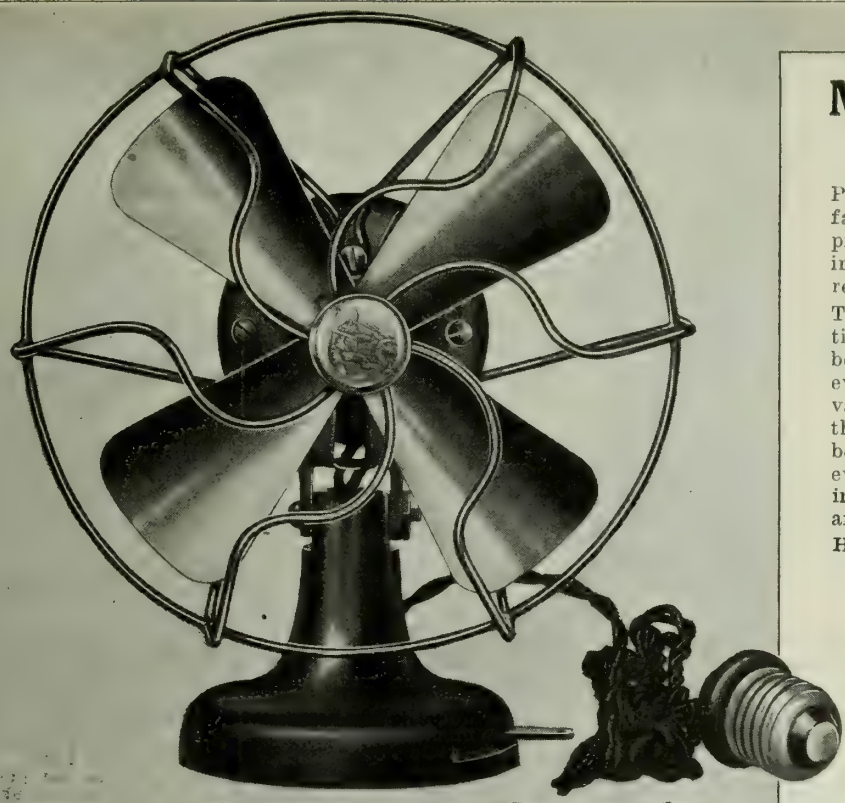
WRENCHES

Stillton & Trimo—	List price ea.
6 in.	$ 2 00
8 in.	2 25
10 in.	2 50
14 in.	2 50
18 in.	5 00
24 in.	7 25
36 in.	13 50
48 in.	20 00

Discount off above list, 50, 5%.
Discount on parts, 50, 5% off list; Coes, 10% off list; Regular, 65% off list.

WRINGERS—MOP.

White, No. 1, each..... 1 50



Polar Cub
Electric Fan

REG. U.S. PAT. OFF.

$7.50

Making a Good Thing Better

Polar Cub was the **first** low-priced fan. It "led the procession" by proving the vast sales field for an individual fan at a price within the reach of everybody.

This year Polar Cub is without question the **best** low-priced fan. It has been improved and perfected in every detail. It gives much bigger value than the previous models. But the price remains $7.50! And it will be advertised on a bigger scale than ever before—in **The Saturday Evening Post, Collier's, Literary Digest, and System.**

Here are the 1917 improvements:

- **Two speeds and stop.**
- **Die-cast frame (57 fewer parts).**
- **Bearings are integral part of die-casting.**
- **Cannot get out of alignment.**
- **Guard spot-welded and practically unbreakable.**
- **Fan adjustable to any angle.**
- **Hook on base for attaching to wall if desired.**
- **Equipped with 8-foot cord and plug.**
- **Blade diameter, 6 inches; height of fan, 8 inches; net weight, 3 lbs. 5 oz.**

Trade discounts as follows:

Less than 6 fans .....$5.00 each
Six fans and over .....$3.75 each
Terms: 2-10-30 f.o.b. New Haven.

Full freight allowed.

Fans packed 6 and 12 to the package. Upon request we furnish free, striking sales-making store display material.

Order Early. We have largely increased our production facilities, but despite this, the demand will exceed the supply.

So place your order now. If further information is wanted, write us.

MENZIES & CO., LIMITED
439 King Street West,
Toronto - - - Ontario
Canadian Agent for the A. C. Gilbert Co., New Haven, Conn.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $7.40 per 100 lbs.; 5 lb. packages, $7.20 per 100 lbs.; white, 2½ lbs., $6.80 per 100 lbs.; 5 lbs., $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$1 35
Weighted, 20 lbs., doz..... 1 60

COATING

Cement Coating $2 55 2 75

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5-12c
Burnt Umber, 100 lbs..... 5-12c
Raw Sienne, 100 lb. kegs.. 5-12c
Burnt Sienna, 100 lb. kegs 5-12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels ... 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30-35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15-22
French permanent green, pure 0 22
Signwriters' black, pure.. 0 24
Marine black, 25-lb. lrons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal ....
English common sheet 30-35
English prima 0 38
White pigsfoot 0 40
Cake bone, 112-lb. bags... 0 35
Hide, 112-lb. bags 35-38
Gelatine, 112 lb. bags....45-60
Ground glues, 112 lb. bags—
No. 1 ..... 30 32

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Toronto, London and Hamilton:—Single or Double Thick—15% off above; 50 cases or over, open cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10%; 35 cases and over, open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$14 80	$15 00
Crown Diamond	14 80	15 00
Green Seal	14 80	15 00
Tiger Pure	14 80	15 00
Ramsay's Pure	14 80	15 00
Moores Pure	14 80	15 00
O.P.W. Dec. Pure..	14 80	15 00
Red Seal	14 80	15 00
Decorator's Pure	14 80	15 00
O.P.W. English	14 75	15 25
Elephant Genuine..	14 75	15 25

B.B. Genuine Lead, less than tons, $16.20 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins	$31 50	$22 75
2-lb. tins	....	21 75
5-lb. tins	29 50	17 50
10-lb. tins	28 50	....
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks	....	15 00
600-lb. casks	....	14 75

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.60. White in lb. pkgs., per 100 lbs., $6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white	$3 05
B.H. English, colors	2 80
Crown Diamond, white	2 80
Crown Diamond, colors	2 55
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint	1 95
Moore's Sani-Flat	2 10
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white ..	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white ..	3 05
Sherwin-Williams, colors ..	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white ...	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65

PARIS GREEN	Per 100 lbs. Mun-ro's	C.P. Co.	Ber-gers
600-lb. bbls...	....	$53 75	$54 50
250-lb. kegs..	53 75	54 00	54 75
100-lb. drums.	54 75	55 00	55 75
50-lb. drums..	54 75	55 00	55 75
25-lb. drums..	55 00	55 25	56 00
1-lb. 100s, pks	57 00	57 25	58 00
½-lb. 100s ...	59 00	59 25	60 00
1-lb. 100s, tins	58 00	58 25	59 00

Prices f.o.b. Toronto, Hamilton London and ¼c less in Montreal.

PARIS, PLASTER

Per bbl. $2 35 $2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
See weekly report.		
Bulk, in casks	3 10	3 40
Bulk, 100-lb. drums	3 55	3 85
Bulk, 25-lb. drums	3 65	3 95
Bulk, 12½ lb. irons		4 20
Bladders, in bbls...	3 80	4 10

Pure Putty, 80c cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $3.50 to $3.60.
Pure Orange, gal., $3.25-$3.50.

Gum, 55-66c lb.; finest orange, 63-69c lb.; finest white, 65-69c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

	Montreal	Toronto
See weekly report for prices.		

SLATING Gal

Liquid Slating, B.B.....

VARNISHES Per gal cans

Gold Medal .....$ 2 05
Maritime Spar 4 25
B.-H. Stovepipe Varnish, ½ pints, per gross..... 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor... 2 75
Jasperite Interior and Exterior 2 25
Jasperite Pale Hard Oil. 1 00
Jasperite Floor Finish... 2 25
Marble-ite Floor 2 54
Wood-var 2 54
Finest Interior 2 86
Durable Floor 2 40
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Spar-Not 3 08
Kyanize Spar 4 50
Kyanize Cabinet Rubbing 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50
Ramsay's Universal 2 40

WATER PAINTS

Opalite, 300 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

Fancy 0 16
Lion 0 14½
Standard 0 13
Popular 0 11¾
Keen 0 10½

WASTE, WOOL PACKING

Arrow 25
Axle 20
Anvil 15
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41-48c
Johnsons 41-48c
Gold Medal 0 30
Ramsay's 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOD ALCOHOL Per gal.

In gallons 1 20
Barrels 1 00-1 05
$4 extra for barrels.

Put Your Store in the Front Rank

by stocking and selling varnishes of known quality and reputation.

Dougall Varnishes

will meet the needs of every one of your customers.

The Dougall Line is complete—there are varnishes of QUALITY to suit every requirement. Each line is the best possible value obtainable.

An investigation will prove to you that a line of Dougall Varnishes will enable you to do a better and a bigger business. You will place yourself under no obligation if you will allow us to give you details. Write us to-day.

The Dougall Varnish Co., Limited, Montreal

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.00; chilled, $18.50; buckshot, $17.80; ball, $18.20.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 8 00	$13 00
Double Bit	13 50	15 50
Broad axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 15%; 7-16 and larger, net list; machine, ⅜ and under, 15%; 7-16 and over, 5%; machine set screws, 25%; plough bolts, 5%; nuts, small lots, 3c advance over list; case lots, 2c advance over list; stove bolts, 50%; shaft bolts, 5%; tire bolts, 30%; sleigh shoe bolts to ⅜, 5%; 7-16 and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8¾c; ⅜, 7¾c; tie out, 65%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 9½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $4.70; 10 in., $5.20; 12 in., $6.10.

Conductor pipe, 2 in., per 100 ft., $5.45; 3 in., $6.60; 4 in., $8.70.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4 35 doz.; 12 oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	8 00	11 75
26 to 40	9 00	13 75
41 to 50	11 50	15 25
51 to 60	12 00	16 00
61 to 70	13 00	17 25

GLASS (Plate)

20% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.90; No. 2 and larger, $5.65; snowshoes, No. 0 to No. 1, $6.15; No. 2 and larger, $5.90; steel, No. 0 to 1, $6.35; No. 2 and larger, $6.10; featherweight, $7.50.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng...	8 75	8 75
28 Am. or 26 Eng....	8 45	8 45
26 Am. or 26 spec....	8 15	8 15
24	8 00	8 00
22	8 00	8 00
18 and 20	7 85	7 85
16 Am.	7 70	7 70

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Potts No. 50 set 1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz..........	8 75

LEAD PIPE, $16.40.

LEAD WASTE, $17.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $5.10.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 3c advance over list; case lots, 2c advance over list; Hexagon, small lots, 3c advance over list; case lots, 2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24½c; Buffalo Engine gasoline, 33½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 33c; Family Safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer Black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 16½c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 55	$ 6 98
⅜ inch	4 64	7 07
½ inch	6 08	7 83
¾ inch	7 52	9 95
1 inch	11 12	14 67
1¼ inch	15 03	19 89
1½ inch	18 00	23 76
2 inch	24 21	31 95
2½ inch	38 25	50 58
3 inch	50 04	66 15
3½ inch	62 28	66 15
4 inch	73 80	....
4½ inch	91 80	....
5 inch	107 10	....
6 inch	139 00	....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $7.25; full polished, $8.25; 18 x 24, half polished, $7.25; full polished, $8.25; 20 x 28, half polished, $7.50; full polished, $8.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	4 25
25-lb. irons, per cwt.......	4 55
1½-lb. tins	0 07½

RIVETS AND BURRS

Iron rivets, 20 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 24c base; pure Manila, 30c base; British Manila, 25c base; lath yarn, 24c base; African hemp, 25c base; cotton rope, rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 10 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	6 75
12 gauge	6 75
14 gauge	6 50
16 gauge	6 50
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No. 4, $11.25 doz.; No. 6, $12; No. 8, $12.75; No. 10, $13.55; Moose and Jones Scoops, No. 4, $12.45; No. 6, $13.15; No. 8, $13.85; No. 10, $14.55 per doz. dozen.

SOLDER. Per pound, 36 to 37c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east, octagon tool steel, 12½c base; square tool, 13½c base; spring, $5; machine, $5 base; tire, $4.50. Mild, 3-16, ¼, 5-16, $6 base; other sizes, $4.50 base.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C.	$20 00
20 x 28 I.X.	21 50
20 x 33 I.C.	24 25
20 x 33 I.X.	25 50
Terne plates	16 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal... $2 20

Stephens Exalite, gal. 3 00

WASHERS

Iron, small lots, 5%+75c; full boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.55; less than ton lots, $16.20.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.25; Winnipeg, $4.75; plain galvanized, Ft. William, No. 9, $4.85; No. 12, $5.10; Winnipeg, No. 9, $5.25; No. 12, $5.50; coil spring, Ft. William, No. 9, $4.90; No. 12, $5.15; Winnipeg, No. 9, $5.30; No. 12, $5.55.

Patented screen in 100-ft rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.95 Winnipeg; $6.55 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $6.20; 10, $6.25; 12, $6.40; 14, $6.60; 15, $6.75; 16, $6.90 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Stephens

WA-KO-VER STAIN FOR FLOORS AND INTERIOR FINISH

Is essentially a colored varnish of such remarkable toughness and elasticity, that wood treated with it may dent under a blow, but the finish will give with it without cracking.

WA-KO-VER STAIN does not cover up the natural beauty of the wood, but rather emphasizes the grain and imparts any desired effect.

Any article finished with these stains may be washed with soap and water without impairing the brilliancy of the finish.

Are we represented in your town? If not, write for our exclusive agency proposition. *It stands in a class by itself as a profit-maker.*

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

If interested, tear out this page and keep with letters to be answered.

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

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H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

Butler's **FAMOUS SHEFFIELD CUTLERY**

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

"I don't know why I ever stopped subscribing to HARDWARE AND METAL," says an ex-hardwareman who has been in the real estate business for the past six years.

"I am thinking of getting back into hardware again, so you may enter my subscription.

"I have always had a warm spot in my heart for HARDWARE AND METAL, because I made a lot of money through it.

"The best deal I ever made was the result of a prediction in HARDWARE AND METAL, that the price of pig-iron would advance shortly.

"I immediately placed a big order for stoves with one of HARDWARE AND METAL'S advertisers, just in time to take advantage of a heavy increase in the price of stoves.

"I could tell you of many other profitable deals that HARDWARE AND METAL helped me to make, but this was the best one."

If interested, tear out this page and keep with letters to be answered.

It's "High Standard"

The high grade consumer and the high grade painter are two mighty good people to have as firm friends for your store. You can have them just as easy as not by giving them Lowe Brothers' "High Standard Paints." Hitch up with Lowe Brothers' organization and you get complete advertising service and co-operation from us that will open your eyes—to say nothing of the highest grade Paint that science and skill can make.

Let us send you particulars of our Proposition.

Lowe Brothers LIMITED TORONTO

Lyon Paint & Glass Co., Limited Winnipeg

One Sale Leads to Many Others

When you sell one of these machines you make your customer an enthusiastic advertiser of washing machines in general and of the **"London" No. 3** in particular.

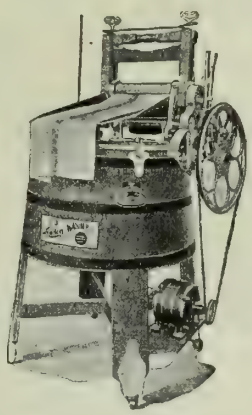
The

London No. 3 Electric Washer

is efficient, practical, durable and economical. It has machine-cut gears. It has the very best Electric Motor specially made for the purpose. It has a Lovell Wringer made from best live rubber.

Many homes in cities where female labor is scarce are buying these high-grade and complete washers, the wife and daughters themselves being compelled to do the work. A little effort on your part will succeed in introducing this fine washer into many homes.

Drop us a card for catalog and full particulars.



London No. 3 Electric

The London Foundry Co., Ltd.

LONDON, ONTARIO, CANADA

CANE'S CLOTHES PINS

Not "Just Clothes Pins"

"Just Clothes Pins" will not describe **Star Brand** Clothes Pins. These are different—better. While they cost no more than "just clothes pins," they give superior value.

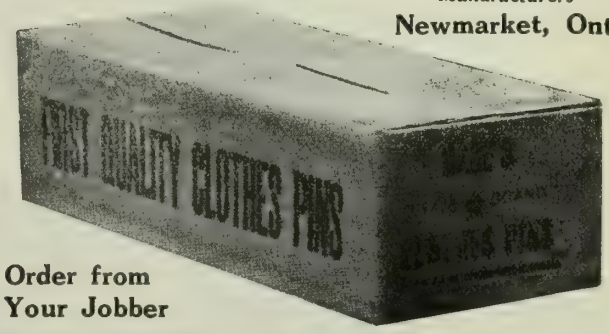
Always right in shape—right in length, and correct in count and will not injure the clothes.

Get a supply of these superior clothes pins from your jobber at no extra cost.

The Wm. Cane & Sons Co., Limited

Manufacturers

Newmarket, Ont.



Order from Your Jobber

If interested, tear out this page and keep with letters to be answered.

Perhaps You Are a Careful and Close Buyer

IT may be an ingrained caution. It may be that you have been "bitten" once or twice, and so are "shy." It may be that it is a developed habit—a measure and method of self-protection. But no matter why you may be a hard man to sell to, is not this true:

> That many things bought by you, and now greatly esteemed, were stoutly resisted by you when the salesman brought them to your attention for the first time?

For example, a cash-carrier system, cash-recording system, typewriter, computing scale, plate glass windows, prism lighting, show-cases, loose-leaf systems—and almost everything else in common use nowadays by merchants, are resisted when they are first presented. But later, when they are bought, and when they have been given time to demonstrate their value, why, you could not induce the merchant to do without them.

All this leads up to this point:

> Suppose we urge you to read THE FINANCIAL POST each week—to subscribe for it for a year at a cost of $3.00 (52 issues), there is just a chance that you would resist the suggestion—not so much because of the $3.00, but because "you don't see it."

Now the regular reading of THE POST will make you see your own and the Nation's Business in a bigger way, and by adding to your power to see things pertaining to Money and Business in a clearer, larger way, you will be a stronger man for the business in which you are engaged now. If you can grow to a stronger business man at a cost in money of $3.00 a year, the chances are that you will not hesitate to pay the $3.00.

Nothing that you can read outside the trade paper serving your field of business is so much worth while as the reading of a first-class business paper. The Business Outlook will help you in your business:

> Will tell you when to get ready for poor business conditions, when to watch your collections with unusual care, when to buy sparingly, and when to prepare for big business. It will also help you with your banker. Will probably save you money in exchange on your cheques and drafts, because you understand the movements of money.

At any rate, we ask you to take the first necessary step in the direction of the larger business world which lies about you and close up to you and which is vitally connected with your affairs. We ask you to sign and return the form below, confident that you will be glad afterwards.

THE FINANCIAL POST
OF CANADA

143-153 University Ave., Toronto

.....1917.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit $3.00 to pay for my subscription on receipt of bill.

Name .....

Address.....

.....

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out.

LONDON HIGH GRADE BARIRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents:
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One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

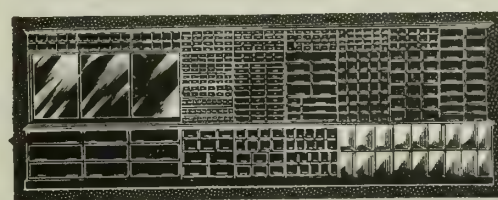
We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is up-to-date. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

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D. Ackland & Son.

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The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chains, Tire
McKinnon Chain Co., St. Catharines, Ont.

Chair Seats, Fibre
J. E. Beauchamp & Co., Montreal.

Chisels
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns, Hand Power
Cummer-Dowswell, Ltd., Hamilton.

Clippers, All Kinds
American Shearer Mfg. Co., Nashua.

Clothes Pins
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Clothes Driers
Cummer-Dowswell, Ltd., Hamilton.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Clothes Line
R. Bird & Co., Crewkerne, Eng.
Hamilton Cotton Co., Hamilton, Ont.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Wringers
Cummer-Dowswell Co., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Hamilton.

Coal Chutes
The Dennis Wire & Iron Works, London, Ont.

Coffee Percolators
Landers, Frary & Clark, New Britain.

Colors, Dry
Canada Paint Co., Montreal.
McArthur Irwin, Ltd., Montreal.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Cold Rolled Strip Steel
The Stanley Works, New Britain.

Conductor Pipe
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Wheeler & Rain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cord, Wire Picture
The Andrew B. Hendryx Co., New Haven, Conn.

Cordage
Consumers Cordage Co., Montreal.
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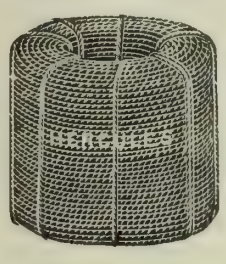

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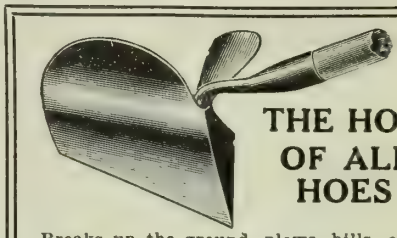

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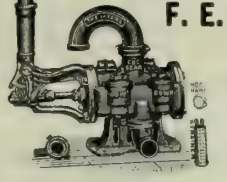

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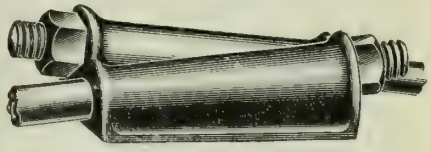

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Metal Shingle & Siding Co., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
The Steel Co. of Canada, Limited, Hamilton.

Corrugated Iron
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa Ont.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Wheeler & Bain, Toronto.

Corrugated Aluminum
The British Aluminum Co., Ltd., London, Eng.

Cow Stalls and Stanchions
Bull and Calf Pens.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Cranes, Hand Power
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Cranes, Overhead Travelling
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Crate Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Crowbars
B. J. Coghlin, Montreal.

Cultivator Hoes
C. S. Norcross & Sons, Bushnell, Ill.

Culverts
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Curling Stones
Belyea, Walter, Winnipeg, Can.

Cuspidors
Thos. Davidson Mfg. Co., Montreal.

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Geo. Butler & Co., Ltd., Sheffield, Eng.
Canadian Wm. A. Rogers, Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Crookes, Jonathan, & Son.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.
Geo. Wostenholm & Son, Sheffield, Eng.

Cutting Pliers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Derricks
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Display Racks, Wire Cloth
R. H. Bowser & Son, Renfrew, Pa.

Dog Collars
Samuel Trees & Co., Ltd., Toronto.

Dies
Pratt & Whitney Co., Dundas, Ont.

Door Bolts
The Stanley Works, New Britain.

Door Checks
Wm. Newman & Sons, Birmingham.

Door Hangers
Allith Mfg. Co., Hamilton.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain.

Door Springs
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Drills
Pratt & Whitney Co., Dundas, Ont.

Draw Pulls
The Stanley Works, New Britain.

Drills, Brick and Stone
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Ltd., Toronto.
Spielmann Agencies, Montreal.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Eavestroughs
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.
Winnipeg Ceiling & Roofing Co., Wininpeg

Elbows
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Heating Specialties
Landers, Frary & Clark, New Britain.
National Electric Heating Co., Toronto.
Renfrew Electric Co., Ltd., Renfrew.
Spielmann Agencies, Montreal.

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.
Tallman Brass & Metal Co., Hamilton.

Electric Irons
Landers, Frary & Clark, New Britain.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.

Electric Specialties
Duncan Electric Co., Montreal.
Interstate Electric Co., Toronto.
Spielmann Agencies, Montreal.

Electrical Supplies
Duncan Electrical Co., Montreal.
Factory Products, Toronto.

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Emery
John Oakey & Sons, Ltd., London, Eng.

Emery Cloth
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.

Emery Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
John Oakey & Sons, Ltd., London, Eng.

Enamels
Berry Bros., Walkerville, Ont.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Toronto.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son, Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Spielmann Agencies, Montreal.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.

End Cutting Nippers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Engineering Supplies
T. McAvity & Sons, St. John, N.B.
Jas. Morrison Brass Co., Toronto.

Escutcheon Pins
The Parmenter & Bulloch Co., Ganonoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Eveners, 3, 4 and 5 Horse
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fans, Electric
A. C. Gilbert Co., New Haven, Conn.

Fanlight Gear
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Corrugated
J. E. Beauchamp & Co., Montreal.
Stanley Works, New Britain, Conn.

Fasteners, Storm, Sash and Screen
Stanley Works, New Britain, Conn.

Fencing, Farm, Poultry, Woven Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
MacGregor-Banwell Fence Co., Walkerville, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Feed Cookers
Steel Trough & Machine Co., Tweed, Ont.

Filters
Darling Bros., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass
A. Ramsay & Son Co., Montreal.

Files and Rasps
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Toronto.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal

Firearms
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

Fire Brick
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Walter Belyea, Winnipeg.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Walter Belyea, Winnipeg.

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The Dennis Wire & Iron Works, London, Ont.
Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Fishing Tackle
Andrew B. Hendryx Co.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flashlights, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Spielmann Agencies, Montreal.

Flatware, Silver Plated
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Flint Paper
John Oakey & Sons, Ltd., London, Eng.

Food Choppers
Landers, Frary & Clark, New Britain.

Force Cups
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Steel Co. of Canada, Ltd., Hamilton

Ford Specialties
Adamson Mfg. Co., Hamilton.

Forges
D. Ackland & Son.

Friction Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Funnels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces, Hot Air
Pease Foundry Co., Toronto.

Gaffs, Fishing
Marble Arms & Mfg. Co., Gladstone, Mich.

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Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Iron
Dominion Sheet Metal Co., Hamilton.
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Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanized Ware
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Dominion Iron & Steel Co., Ltd., Sydney.
Frost Steel & Wire Co., Ltd., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.
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Garages, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Garage Hardware
Adamson Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
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Richards-Wilcox Canadian Co., London, Ont.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Montreal.

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The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline Tanks, Underground
Darling Bros., Ltd., Montreal.
Steel Trough & Machine Co., Tweed, Ont.

Gasolene Pumps
Steel Trough & Machine Co., Tweed, Ont.

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Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

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L. S. Starrett Co., Athol, Mass.

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Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Millers Falls, Mass.
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Sharratt & Newth, London, Eng.
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Cleveland Stone Co., Cleveland.
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
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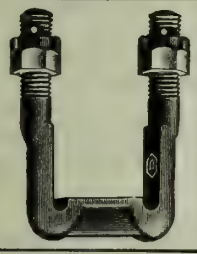

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Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co., Windsor, Ont.
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L. S. Starrett Co., Athol, Mass.
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Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
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Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Halters
Samuel Trees & Co., Ltd., Toronto.

Hammers
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Whitman & Barnes Mfg. Co., St. Catharines.

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Interstate Electric Novelty Co., Toronto.

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The Stanley Works, New Britain.

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The Stanley Works, New Britain.

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London Bolt & Hinge Works, London, Ont.
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The Steel Co. of Canada, Ltd., Hamilton.

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Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Hooks, Moulding
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Hooks, Hat and Coat
Laidlaw Bale-Tie Co., Hamilton, Ont.

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The Steel Co. of Canada, Ltd., Hamilton.

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Gutta Percha & Rubber Mfg. Co., Toronto.

Horse Blankets
Samuel Trees & Co., Ltd., Toronto.

Horse Collars
Samuel Trees & Co., Ltd., Toronto.

Horse Covers
Canadian Consolidated Rubber Co., Montreal.

Hot Plates
Collins Mfg. Co., Toronto.

Ice Cream Freezers
Wm. Cane & Sons, Newmarket, Ont.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.

Incubators
Collins Mfg. Co., Toronto.

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B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
London Rolling Mill Co., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pipe
D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt.
F. E. Myers & Bros., Ashland, Ohio.

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Schultz Bros., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford.

Jacks, Auto
Richards-Wilcox Canadian Co., London, Ont.

Japans
Berry Bros., Walkerville, Ont.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Joist Hangers
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets
Stratford Mfg. Co., Ltd., Stratford.

Knife Polish
Jno. Oakey & Sons, Ltd., London, Eng.

Knives, Hunting and Fishing
Geo. Butler & Co., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

Ladders, Step
J. E. Beauchamp & Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

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Barton Netting Co., Ltd., Windsor.
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Wilckes Martin Wilckes Co., New York.

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Latches
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Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

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Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees
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The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Stratford Mfg. Co., Stratford.

Lawn Swings
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F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Liquid Glue
The Reliance Ink Co., Limited, Winnipeg, Man.

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Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

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Henry Disston & Sons, Toronto.
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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Stanley Rule & Level Co., New Britain, Conn.
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
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Spielmann Agencies, Montreal.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Oakey, John & Sons, London, Eng.

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Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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The International Nickel Co., New York, N.Y.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

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Frost Steel & Wire Co., Ltd., Hamilton.
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Canadian Consolidated Rubber Co. Montreal.

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Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
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Martin-Senour Co., Montreal.
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Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
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Sherwin-Williams Co., Montreal.
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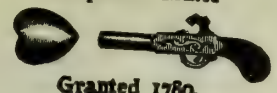

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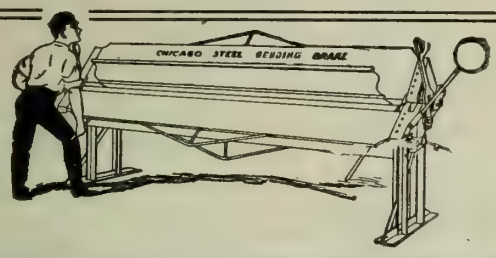

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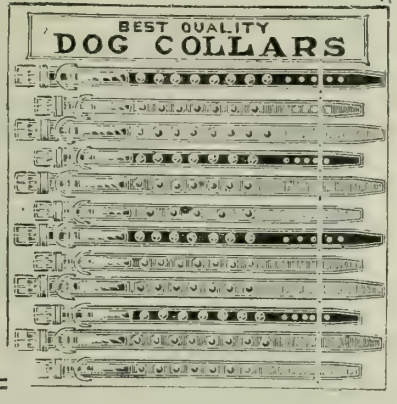

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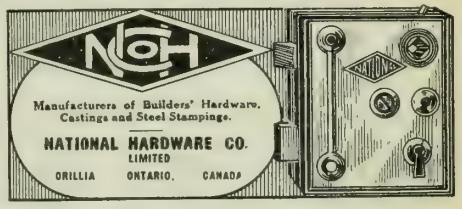

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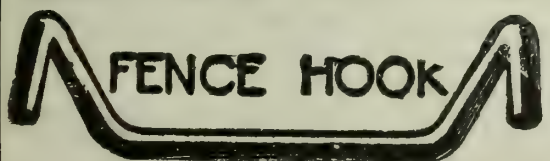
GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.
COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

If interested, tear out this page and keep with letters to be answered.

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B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
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Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
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Wire Springs
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Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
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G. F. Stephens & Co., Winnipeg.

Woodenware
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Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
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Wrenches
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Whitman & Barnes Mfg. Co., St Catharines.

Wringers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATION VACANT

WANTED — HARDWARE CLERK, GOOD salesman. State experience and salary wanted. Apply Box 51, Meyronne, Sask.

A FIRST-CLASS TINSMITH — STEADY work; also a man of two or three years' experience; references required; state wages wanted. Box 424, Hardware and Metal, Toronto.

WANTED—THOROUGHLY EXPERIENCED hardware man for general store in Saskatchewan town. Must be a good aggressive salesman. State age, experience fully, nationality, church connection, whether married or single, and salary expected. Must be total abstainer from liquor and tobacco. Box 438 Hardware and Metal.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

PAPER BALERS

THERE IS MONEY IN USING AND SELLing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SITUATIONS WANTED

EXPERIENCED HARDWARE MAN OPEN for position—one able of taking charge or representing any hardware, paint or steel company on the road. Box 442, Hardware and Metal.

HARDWARE CLERK, SEVEN YEARS' EXperience in retail store; good window dresser and card writer. Will be open for position May 1st. Western position preferred. Box 443, Hardware and Metal, Toronto.

YOUNG MAN EXPERT TRAINING AND long practical experience, familiar with price detail and buying, desires a responsible position with jobber or manufacturer. $1,800 to $2,000 to start and good opportunity. Address Box 437 Hardware and Metal.

BY CAPABLE YOUNG MAN AS MANAGER of retail hardware store, with option of buying. First-class references, good salesman, and one who guarantees results. Box 445, Hardware and Metal, Toronto.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

FOR SALE

TINNER'S TOOLS FOR SALE CHEAP. Lock Box 503, Hanover.

FOR RENT — TINSHOP AND TOOLS — good opening for good mechanic. Apply Box 51, Orangeville, Ont.

FOR SALE—GOOD HARDWARE AND HARness business in one of the best farming districts in Saskatchewan. No opposition. Stock about $10,000. Apply to Chas. H. Mitchell, Osage, Sask.

A 640 ACCOUNT McCASKEY REGISTER —practically new; will sell cheap for cash; reason for selling, doing a cash business; can recommend register. R. A. Wells, Dresden, Ont.

PLUMBING AND TINSMITHING, EASTERN Ontario town 1,500, water works, etc. No opposition. Small stock. Good price for a quick sale. Apply Box 436 Hardware and Metal.

HARDWARE, TINWARE, GRANITEWARE, stove business for sale. Having a large sheet metal and furnace trade. Stock including tools and fixtures $3,500. Annual turnover around $18,000. No opposition. Town in Saskatchewan of 1,700 population. Centre of mixed farming district. Rental $50.00. Stock well bought. Cash deal only. Box 132 Kamsack.

WELL ESTABLISHED GENERAL STORE business and dwelling in lively western town; turnover $100,000 yearly. Hardware, groceries and dry goods. A good proposition for the right party. Good reasons for selling. Apply to Box 435, Hardware and Metal, Toronto.

BUSINESS WANTED

WANTED—SMALL HARDWARE IN LIVE town. Apply Box 440 Hardware and Metal.

HARDWARE BUSINESS IN GOOD ONtario town or city. Stock not over ten thousand. Replies treated strictly confidential. Box 444, Hardware and Metal, Toronto.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

SIGNS AND SHOW CARDS

GLASS, WOODEN AND BRASS SIGNS. W. H. Stevenson, Stevenson Bldg., Toronto.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessitities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Want Ads.

Try it out

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

One Inch Space $1.00 Per Issue on Yearly Order.

PEERLESS PERFECTION

Absolute Security

WHEN you go away for a day or turn in for the night, *you are certain* your stock is locked in—they can't get over, under or through the spaces—a perfect fence for hilly or uneven ground, through streams; protects poultry, ducks, geese, sheep and hogs. Can't sag or break down and will turn an unruly horse.

Peerless Perfection Fencing

is made of best heavy Open Hearth steel fence wire, the impurities burned out and all the strength and toughness left in. Makes the fence elastic and springy. It will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and the coating will not flake, peel or chip off. Every intersection is securely clamped with the famous Peerless Lock.

Send for catalog. It also describes our farm gates, poultry fencing and ornamental fencing.

Dealers nearly everywhere. Agents wanted in unassigned territory.

The Banwell-Hoxie Wire Fence Co., Ltd.

WINNIPEG, MAN. HAMILTON, ONT.

PEERLESS THE ALL AROUND FENCE

A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about **The Farmer's Magazine** in a special letter.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited

143-153 University Avenue, Toronto, Ontario

YOU'LL FIND WHAT YOU WANT

In the Classified Advertising Section of Hardware and Metal. Watch it each week for all kinds of new and used machinery.

YOU MAY WANT WHAT YOU FIND.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

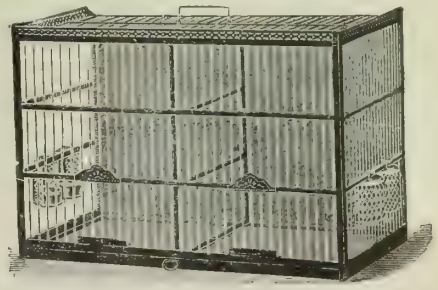
If interested, tear out this page and keep with letters to be answered.

"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.



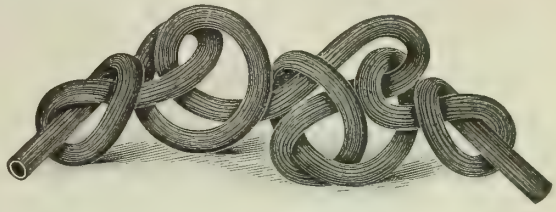
No. 8C8 Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Jappaned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 22 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.

The Andrew B. Hendryx Company

NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink

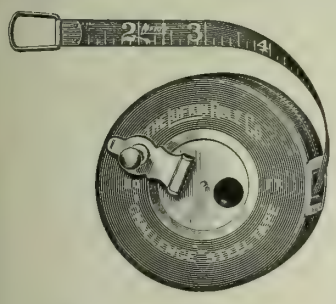


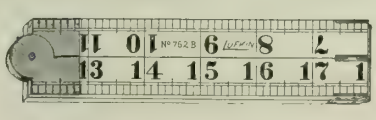
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

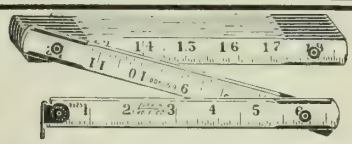
MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver







BOXWOOD RULES SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

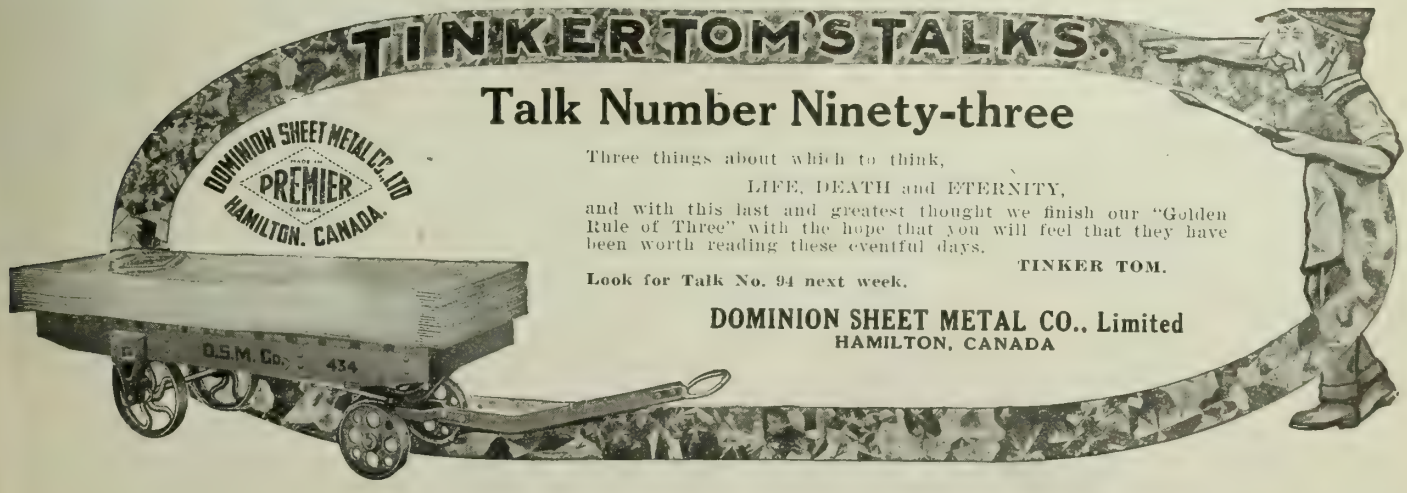
can give you the very best of service and satisfaction.

LUFKIN GOODS

ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.



Talk Number Ninety-three

Three things about which to think,

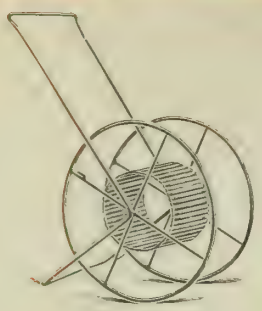
LIFE, DEATH and ETERNITY,

and with this last and greatest thought we finish our "Golden Rule of Three" with the hope that you will feel that they have been worth reading these eventful days.

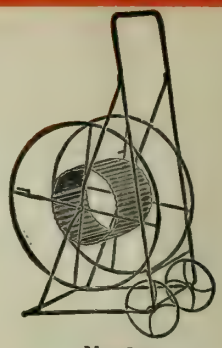
TINKER TOM.

Look for Talk No. 94 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA


No. 10

Simple and handy to use.
Very light yet exceedingly strong.
They preserve the hose.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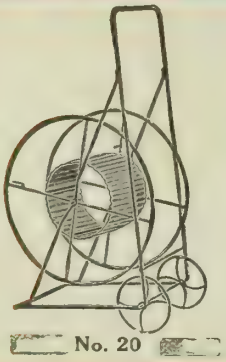
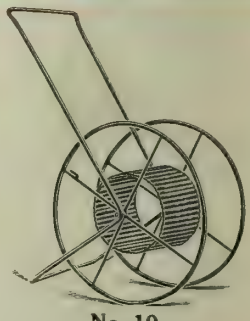
McKINNON
ALL STEEL REELS
SELL BEST


No. 20

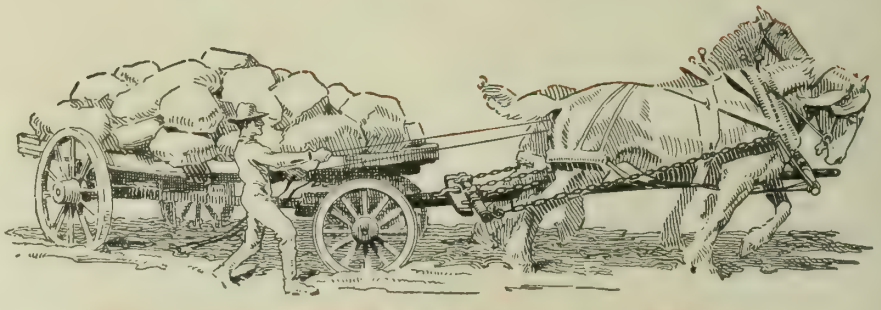
Order NOW for spring delivery

McKinnon Dash Company
St. Catharines, Ont.


No. 10

McKinnon

Every Chain Guaranteed



Welds are Absolutely Smooth

Electric-Welded Trace Chains

McKinnon trace chains are electrically lap-welded on patented machines. The resulting weld has a uniform tapering swell adding 25 per cent. to the strength and wearing qualities of chain. All chains are tested, carefully inspected and put up in rust-proof bags.

Made in Canada

McKinnon Chain Co.
ST. CATHARINES, ONT.

Sold by Jobbers

HARDWARE AND METAL

CANADA

Vol. XXIX
No. 12

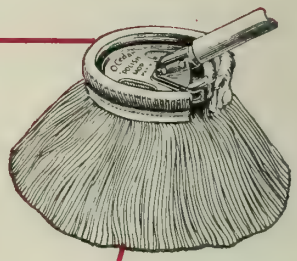
MARCH 24
1917

ANNUAL SPRING NUMBER

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLICATION OFFICE, TORONTO
MONTREAL WINNIPEG NEW YORK BOSTON CHICAGO LONDON, ENG.

Important Announcement

Re O-Cedar Polish Mops



LAST November we announced the withdrawal of some of our lines in O-Cedar Polish Mops. We agreed and fully intended not to drop these omitted lines from our series until we had given our jobbers a chance to complete the filling of such orders as they had already taken, or might take, in the immediate future. Our recent fire has upset all these good intentions. We find that the containers for these odd sizes have been completely destroyed—and if we were to place an order now with the tin manufacturer we could not get delivery for many months, which will make it too late for us to accomplish any good by filling these orders.

We, therefore, have to announce that sizes of O-Cedar Polish Mop announced for omission some months ago, are now permanently omitted. The sizes we now make are No. 1 and No. 3, retailing at $1.50 each.

O-Cedar Polish Mop

CHANNELL CHEMICAL COMPANY, LIMITED

369 SORAUREN AVENUE, TORONTO

A Procession that Never Ends

A visitor to a large factory was personally conducted over the whole establishment, and was visibly impressed by the vast organization and output.

Addressing the President of the Company, he said, "It is all truly wonderful—but what are you going to do when every person has one of these articles?"

The President gravely replied that he would have to give serious consideration to that point, which had not occurred to him before.

"By the way," he asked, "what calling do you follow?" "I am a school teacher," was the reply. "Then," said the President, "what are you going to do when all the children grow up?"

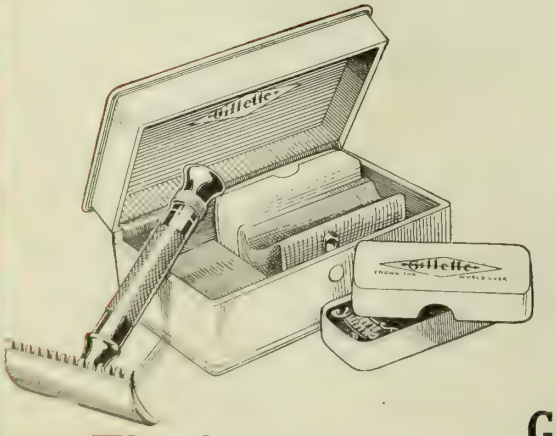
The connection is obvious!

See Next Page!

If interested, tear out this page and keep with letters to be answered.

The stocky Gillette "BULLDOG"

The old favorite "STANDARD" SET



The classy Gillette "ARISTOCRAT"

Are You Getting the Business that Nature Provides in GILLETTE Safety Razors?

Every year approximately 70,000 young Canadians reach the shaving age. A good many of these are sure to be among your customers.

With their keen, receptive minds—their love of everything up-to-date, and their freedom from prejudice—they are the best prospects in the world for Gillette Safety Razors.

It is well worth while keeping track of these maturing young men! Gillette displays and snappy sales talks, applied to them and their gift-purchasing friends, yield handsome and almost certain results.

Gillette Safety Razor Co. of Canada
LIMITED
Office and Factory: The Gillette Bldg., Montreal

LEWIS BROS., LIMITED, MONTREAL

Headquarters For

DISSTON TOOLS

DISSTON TROWELS

Designed to meet the demand of **ALL USERS.** They are made—not merely to sell—but for Practical Use by Skilled, Practical Men, as well as by the less experienced.

Are the product of a factory with 57 years' experience in trowel making.

They maintain the High and Enviable Reputation of Tools bearing the name

Henry Disston & Sons

That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown For DISSTON SAWS During the Past 74 Years Characterizes All

DISSTON BRAND TOOLS
That Last For GENERATIONS

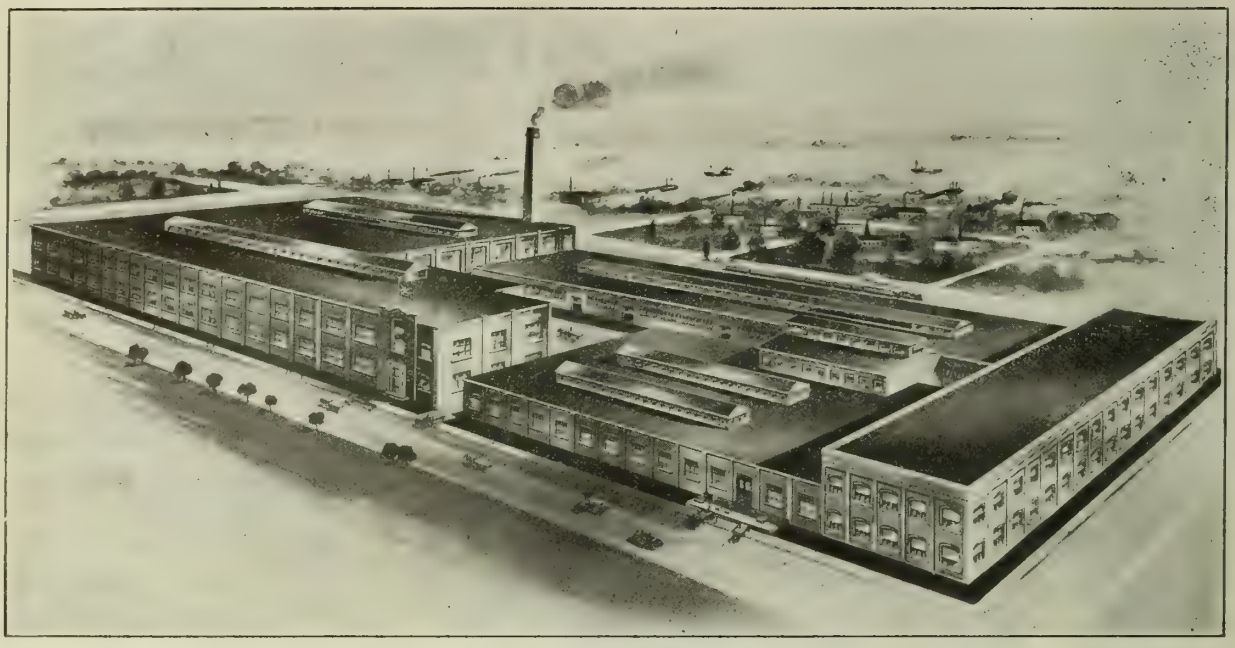
LEWIS BROS., LIMITED
MONTREAL

No. 5 London Pattern
Round Narrow Heel.

If interested, tear out this page and keep with letters to be answered.

ACCEPT OUR SINCERE GOOD WISHES—

and may the Spring Season of 1917, which is now opening, be productive of such splendid business that it will provide an impetus that will carry you through to the end of the year on a wave of prosperity the like of which you have never before experienced.



THE FACTORY AT HAMILTON

Make a resolution that commencing with this Spring of 1917, you will push QUALITY goods.

Where you have formerly sold a man plain steel Butts—sell him plated goods now—No. 241—and where you have formerly sold ordinary plated Butts—push POLISHED GOODS now—No. 241½.

QUALITY—that's it. GET a reputation for CLASS.

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

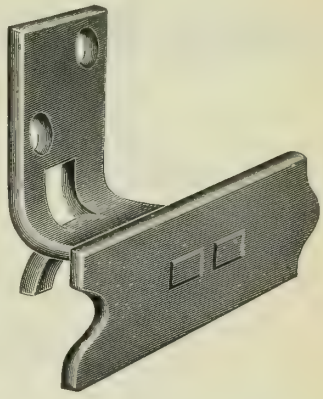
Quality in extra measure

THE "CANADA"

The "Canada" Door Hanger

Has set a new high standard in quality and efficiency. It gives value that is highly desirable—and seldom gotten.

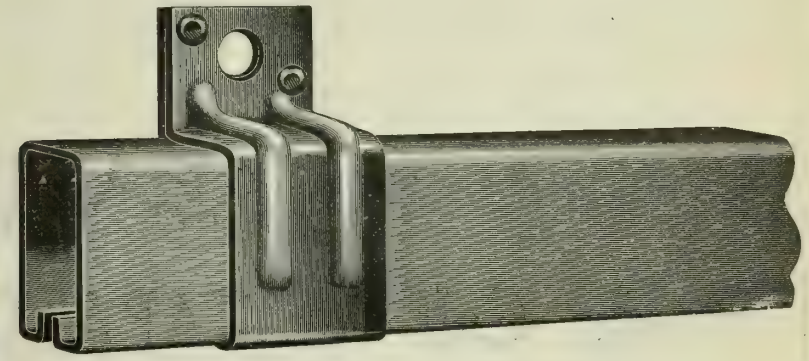
Runs on the National Track.



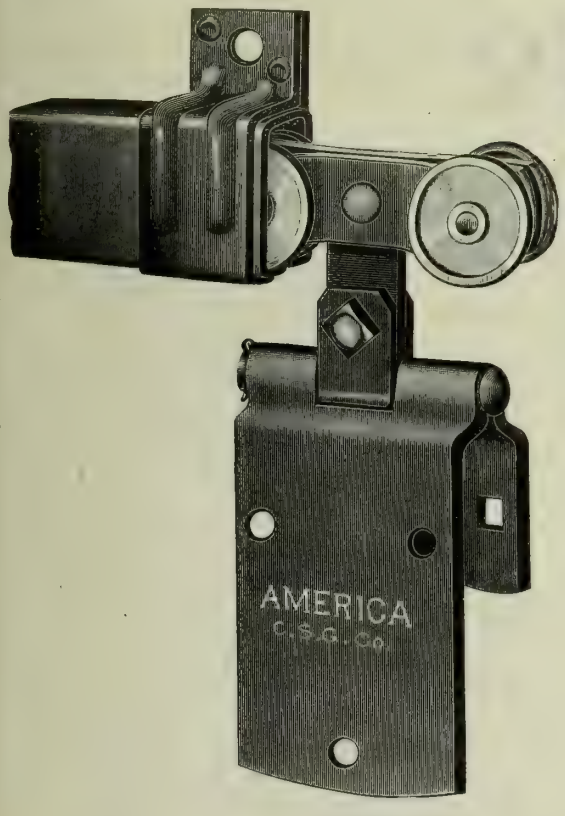
The "National" Track

Entirely different from the ordinary flat track.

The "Hatch" Trolley Track



Demand the "CORRUGATED" Brackets



The "AMERICA"

Illustrating what is probably the most extensively imitated, but as yet unequalled Hanger proposition on the market to-day. We are very proud of it—and not without reason.

We have no hesitation in recommending it at all times.

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

Horse Collar Pad

With Exclusive Features

Nothing will discount the value of a horse to its owner like a sore shoulder. To insure the shoulder of a horse keeping in good condition, TAPATCO BRAND Collar Pads cannot be too highly recommended.

TAPATCO BRAND Pads are made of an excellent grade of Cotton Drill, which gives the Pad long endurance against heavy wear, and they are filled with our own specially prepared composite stuffing material.

EXCLUSIVE PATENT

We have recently added a new feature, which is one of the greatest improvements that has been made in the manufacture of Sweat Pads since they have been on the market, viz.—our new patented staple and felt reinforcing device for attaching the hooks to the Pad. This prevents the hooks from pulling off easily, even where the fabric has been weakened by long use. **This form of attachment is found only on Pads manufactured by us.**

With our long years of experience devoted to the manufacture of Pads, we feel in offering you TAPATCO BRAND Pads, we are giving the best that money and experience can produce.

ORDER THROUGH YOUR JOBBER

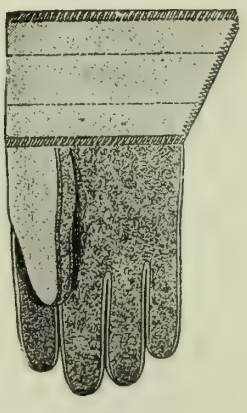
They are made in Brown and White, or in Solid Old Gold with red felt edge. Furnished in 10", 11" or 12", width and sizes from 18" to 25".

TAPATCO
REGISTERED TRADE MARK
BRAND

Strong Call for TAPATCO Cotton Gloves

This is the time of the year when the call is doubly strong for Cotton Gloves. Men, women, boys and girls bring these gloves into constant use with the opening of Spring. They use them in the garden, they use them in the garage, they use them in the barn, they use them everywhere.

This army of workers, the country over, want a good glove, a glove that will stand big wear. Sell them the TAPATCO BRAND, the tried and reliable glove. Once used, it is always demanded.

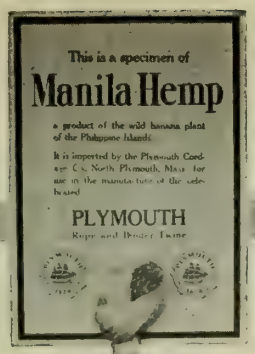


The price at which the Glove sells, combined with its quality and reputation for wearing, makes the TAPATCO BRAND an easy seller. They are made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weight. Jersey gloves and mitts in Oxford, Tan and Slate. We also make a leatherette-faced glove that is a winner everywhere.

The TAPATCO BRAND has the quality, the appearance and all the merits required to make it a big and steady seller. Stock up with this line of Cotton Gloves, and you are sure of good returns. Give the TAPATCO BRAND lines prominence, it will mean good profits, and pull other sales. Order through your jobber.

The American Pad & Textile Co., Chatham, Ontario

If interested, tear out this page and keep with letters to be answered.



Helps you to sell Plymouth Rope—

If you were to ask the average Plymouth dealer what factors were responsible for his substantial rope business, he would mention prominently the

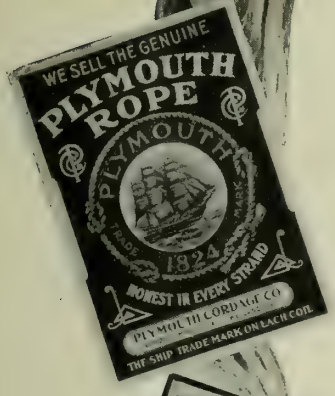
Plymouth Advertising Service

In five years this service, comprising matter for display and for distribution, has been supplied to five thousand Plymouth dealers.

The material offered this season is shown here. It will be furnished free of charge to any Plymouth Rope dealer who requests it.

This service provides a most effective means for telling people why they should buy Plymouth Rope and for showing them that you sell it.

If it happens that you don't sell Plymouth, this advertising aid is one of the big reasons why it will pay you to do so.



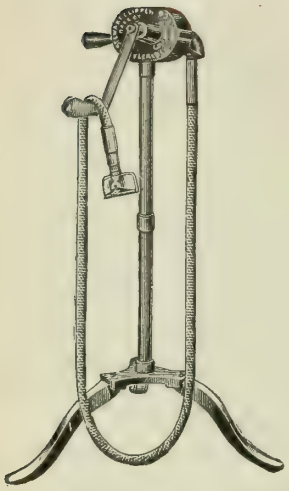
PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

If interested, tear out this page and keep with letters to be answered.

Two Profitable Spring Lines

Stewart Horse Clipping Machines



Don't overlook this profitable line. Time now to get the spring stock in. All jobbers have Stewart Machines. No advance in prices at present.

The machine shown above, Stewart No. 1 (Ball Bearing) to the user at $9.25, shows you a good profit and sells splendidly.

Stewart Sheep Shearing Machines

If there are sheep owners in your community, you can profitably handle **Stewart Shearing Machines.** Complete hand-operated machines with three extra sets of cutting plates, from $12.00 up.

Wool is high, every ounce counts, and the only way to take all off that should come off, evenly and quickly, is with a Stewart Machine.

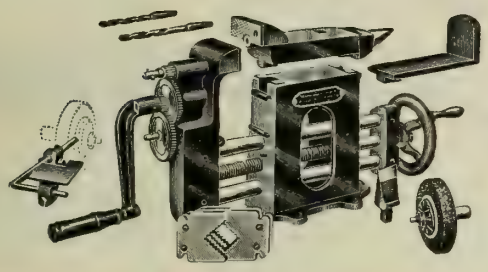
Order in a few machines NOW.

Chicago Flexible Shaft Company

608 North La Salle Street, Chicago

If interested, tear out this page and keep with letters to be answered.

Profitable Sellers the Year Round



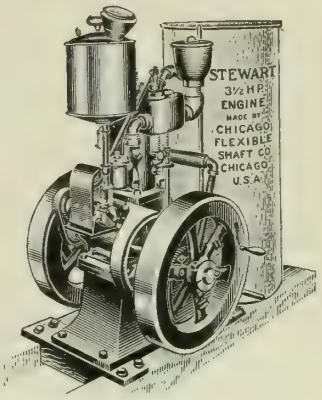
Stewart Handy Worker

The most substantial and practical of combined tools. Never fails to please the purchaser and shows you a substantial profit.

IT COMPRISES:

A strong and powerful steel-faced vise, up to 4½ inches. Width of jaw, 4 inches. Cutting hardie. Steel pipe vise takes up to 1½-inch pipe. Drill press which may be operated at two speeds. Good-sized anvil. Corundum grinding wheel, 5 inches x 1 inch. Three speeds: direct, 4 to 1 and 16 to 1.

Weighs boxed, 90 pounds, and sells to the user, complete with all attachments, at **$17.00**. From your jobber, or direct.



Stewart Small Engines

Made only in ½, 2 and 3 h.p. sizes. Superior design, material, workmanship and finish.

Most economical of fuel—gasoline.

To one dealer in each locality we offer an exclusive agency that means much in sales and profits. Write us.

Stewart Grinding and Drilling Machine

This portable Grinding and Drilling Machine is valuable to farmers, garages, etc.

With it farmers can grind discs quickly and easily without removing the discs from the implement.

The drill attachment, taking any square shanked drill up to ½ inch, is exceptionally handy for drilling holes in metal pieces.

A very practical outfit that will sell at all seasons.

Boxed, complete, 45 pounds. To the user at only **$14.25.**

From your jobber or direct. Write for special circular and discounts.

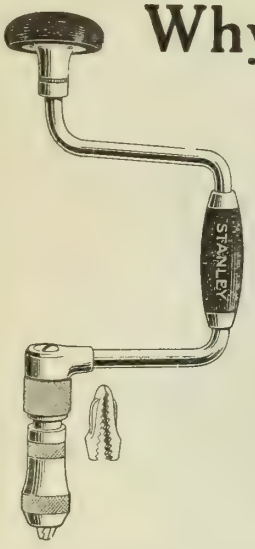
Chicago Flexible Shaft Company

608 North La Salle Street, Chicago

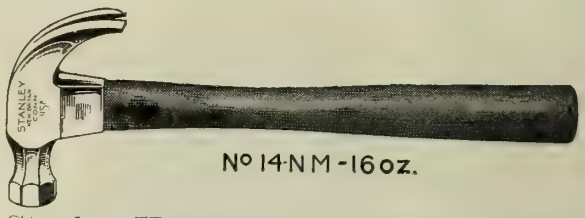
If interested, tear out this page and keep with letters to be answered.

SKILLED MECHANICS ORDER STANLEY TOOLS BY NAME

Why Waste Time Offering Substitutes?

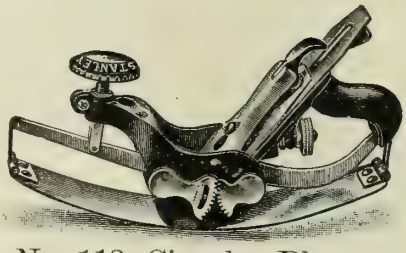


To build up a sound, permanent tool business, we advise carrying the great, leading lines made by "Stanley," at Roxton Pond, Que., and New Britain, Conn.

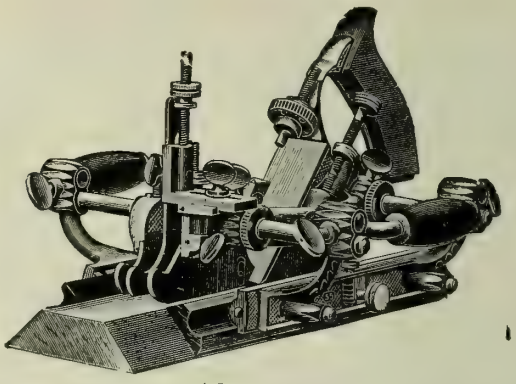


Stanley Hammers are properly hung. The right tool for a particular carpenter.

The concealed ratchet brace No. 921, mechanically perfect, beautifully finished; a most dependable tool.

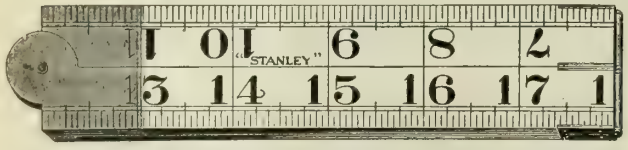


No. 113. Circular Plane, accurately adjusted.

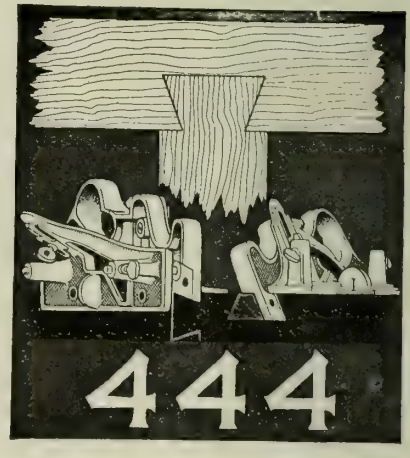


No.444 Plane is for making dovetail, tongue and groove. A most useful woodworkers' tool.

Almost every carpenter must have a Stanley Universal Plane.



It will pay you to sell Stanley Rules. They are as perfect as rules can be, and satisfy the most exacting mechanic.



A TOOL THAT'S STAMPED **STANLEY** IS THE BEST OF IT'S KIND

The Stanley Breast Drills with steel frames, the Stanley Hurwood Screwdrivers are the best to be had at the price.

WHOLESALE DISTRIBUTORS:

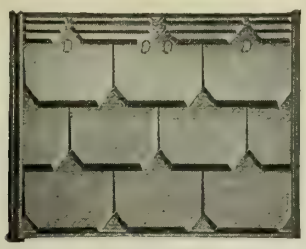
CAVERHILL, LEARMONT & CO.

MONTREAL

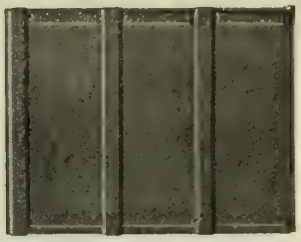
If interested, tear out this page and keep with letters to be answered.

MADE IN CANADA

Rock-Faced Brick Metallic Siding



"Eastlake" Metallic Shingles, patented April, 1885; March, 1887; Jan. and July, 1894; Oct., 1900.



"Manitoba" Metallic Siding.

SHEET METAL BUILDING MATERIALS

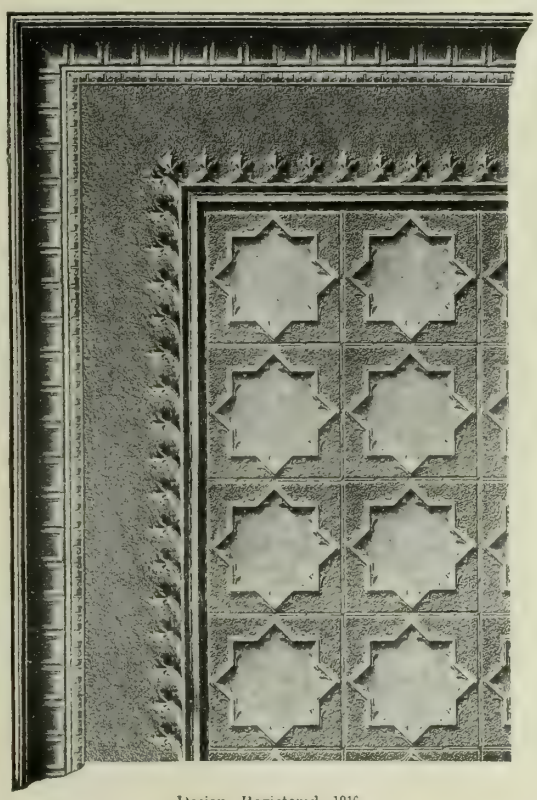
There's big business ahead in Sheet Metal Building Materials. There are new barns and garages being put up and old ones being renovated, besides buildings of every other description on which Sheet Metal can be used to advantage.

The dealer can push sales of Sheet Metal on the strength of the fire-proof merits of sheet metal covering. It is an economical method of reducing fire insurance rates, and gives buildings a handsome appearance.

Metallic Roofing Tiles

We carry an extensive line of Metallic Roofing Tiles. They are made in Diamond, Gothic and Spanish Patterns, the latter being the biggest seller. Our Metallic Tiles and Shingles have stood the test of years. Dealers who know our make never hesitate to recommend them for all purposes.

ATTRACTIVE DURABLE PROFITABLE



Design Registered 1916
Metallic Ceiling.

When the dealer sells "M R Co." lines he is sure of giving his customer excellent value for his money. "Quality First" is the undeviating policy we adhere to. Our materials are made to last. They have a fine appearance too. In our Catalogue are illustrated hundreds of designs. They include all the popular patterns and there is no taste that cannot be suited from this varied assortment. It is the most complete on the market.

Appeals to Buyer Instantly

There is good profit for you in handling our "Ceiling and Wall Plates, Cornices and Mouldings." They are so simply laid and so handsome and durable they appeal to the purchaser as soon as shown. They are interchangeable, and beautiful designs can be worked out with no trouble.

Why not add this profitable line to your business? It's a live wire line. Your inquiry is solicited. Send for our Catalogues, which contain a galaxy of attractive designs and valuable information about our products.

WRITE TO-DAY

THE METALLIC ROOFING CO., LIMITED

Manufacturers **TORONTO and WINNIPEG**

If interested, tear out this page and keep with letters to be answered.

If interested, tear out this page and keep with letters to be answered.

Rubber Roofings
Black Cat
Good Luck
McComb's Special
1, 2 and 3 Ply

Black Cat
Tarred and Dry
Sulphate

Shield Brand
Ready Roofing
2 and 3 Ply

Quality Roofing

Good Luck
Tarred and Dry
Fibre

Dominion Brand
Tarred Felt
Coal Tar and
Pitch

Shield Brand
Tarred and Dry
Sheathing

A big value line is the "heart's blood" of a business. It is a producer of a large number of repeat orders and constant growth in turnover.

Our roofing is a big value line.

A high grade product through and through, and it sells at a very reasonable price.

A continuous profit maker.

J. H. McCOMB, Limited
MONTREAL, P.Q., CANADA

If interested, tear out this page and keep with letters to be answered.

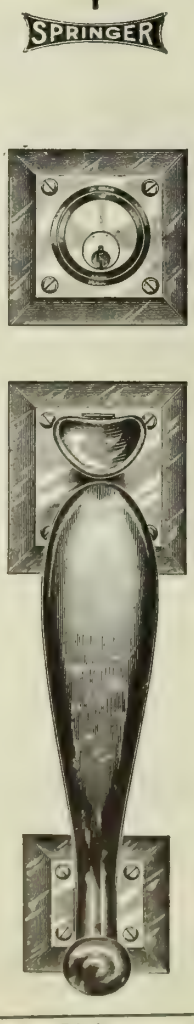
THE SPRINGER LOCK MF'G. CO. LIMITED

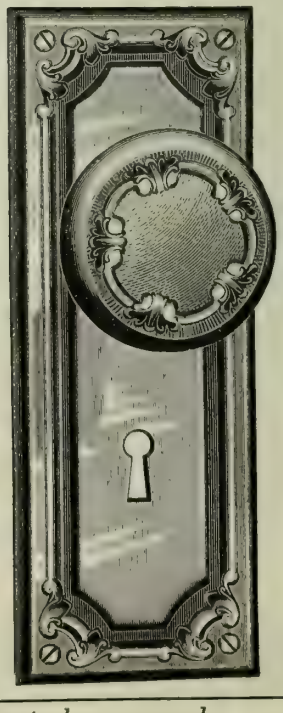
BELLEVILLE ONTARIO

A Modern Canadian Industry Manufacturing the Highest Grade of Builders' Hardware

The meritoriousness of our line satisfies to the greatest possible extent the demand of the trade.

Write for our catalog and full particulars.





DEMAND THE BRAND

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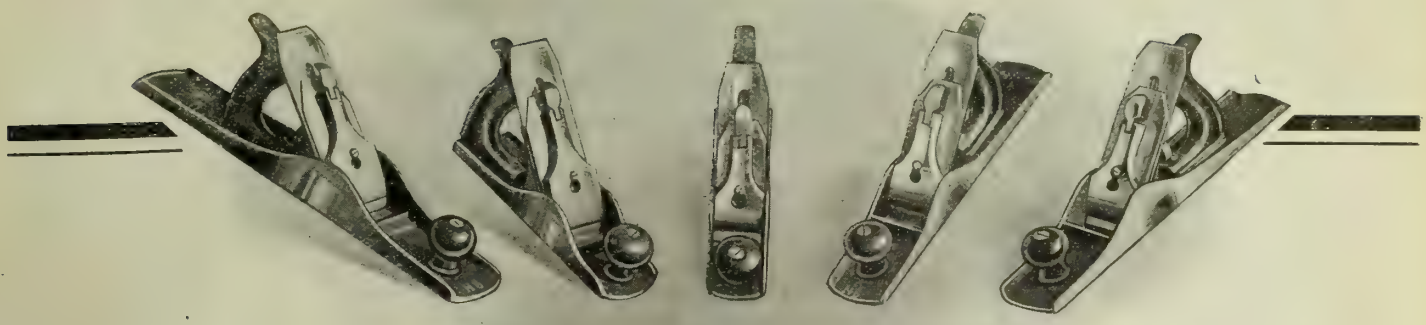
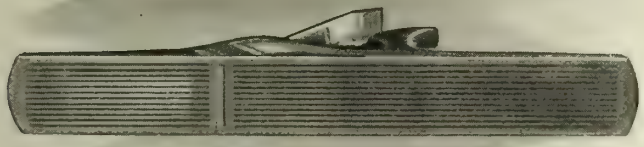


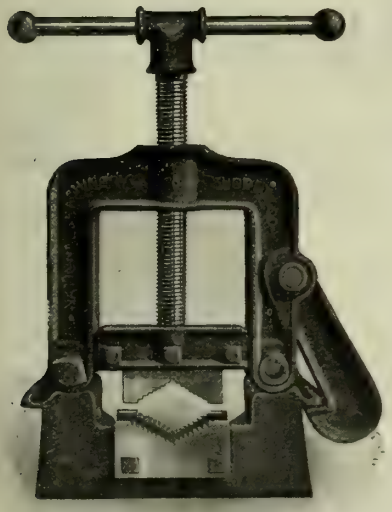
National Planes



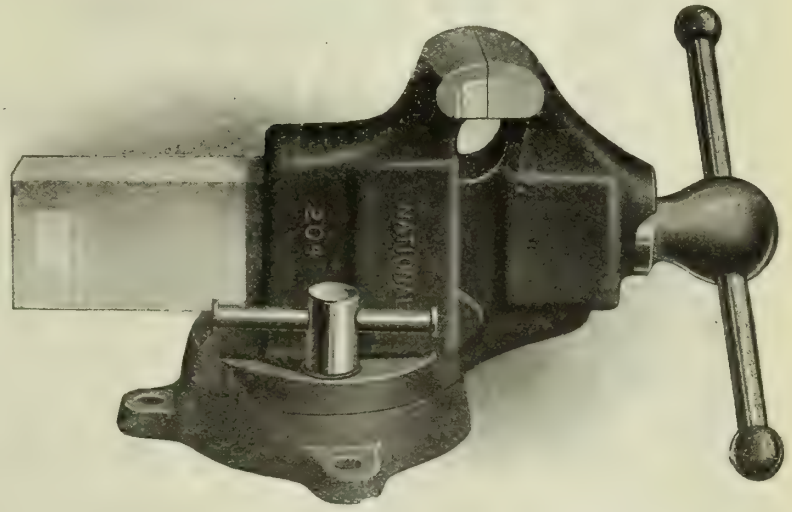
National Planes

NATIONAL

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.



Malleable Pipe Vise



Machinist Swivel and Stationary Vises

THREE OF OUR BEST LINES.

Write for Catalog and Discounts.

NATIONAL MACHINERY AND SUPPLY

CO., LIMITED

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

Window Glass

Plate, Figured, Stained, Wired, Bent, Mirror and Ornamental Glass

Note—Summer, 1917, will see many modern store fronts installed. This business is worth going after. Suggest to the merchants of your town, who are figuring on a new front, that they specify *Red S Plate Glass.* How about your own new store front?

The Toronto Plate Glass Importing Company, Limited, Toronto, Ont.

Glass Benders and Mirror Makers To The Trade

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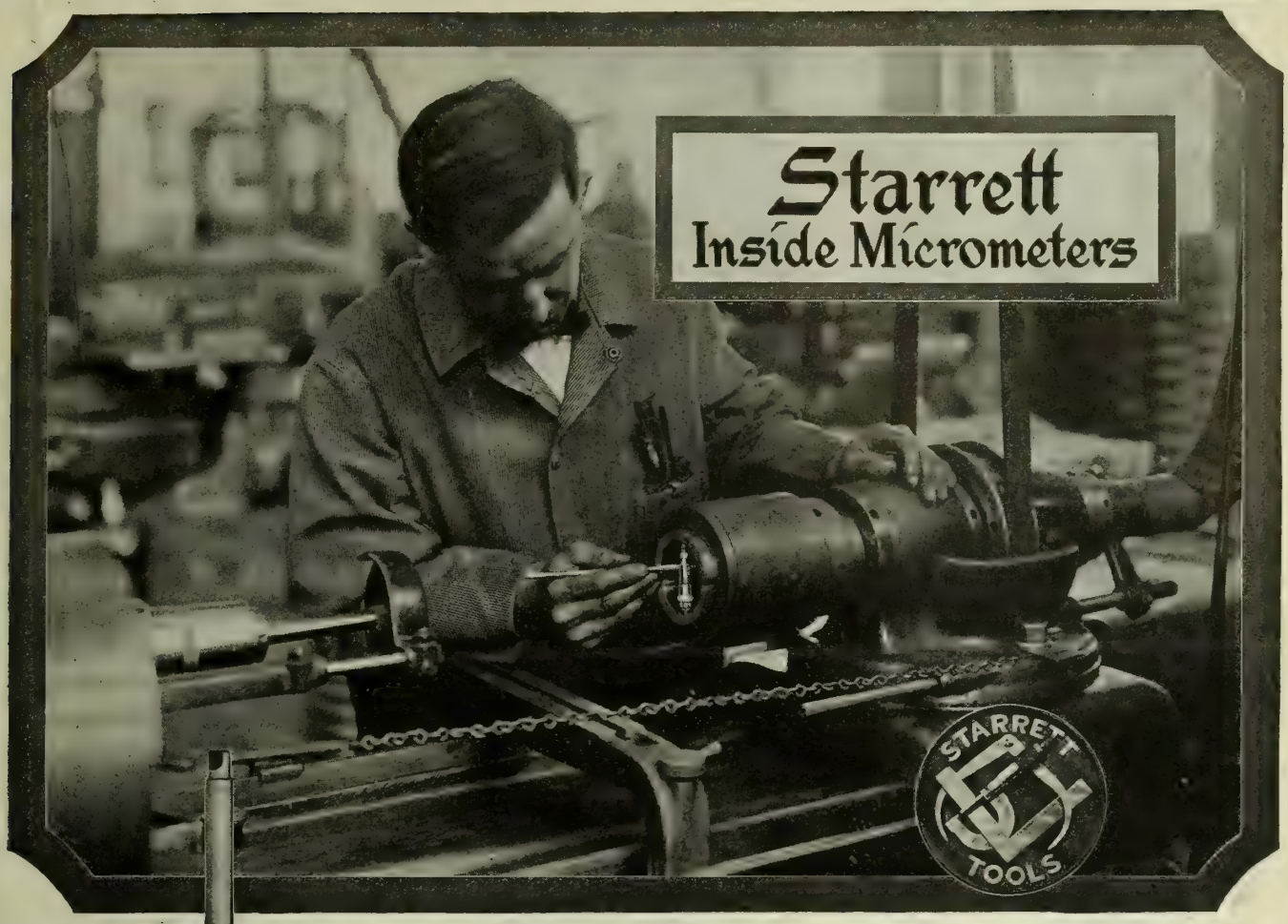
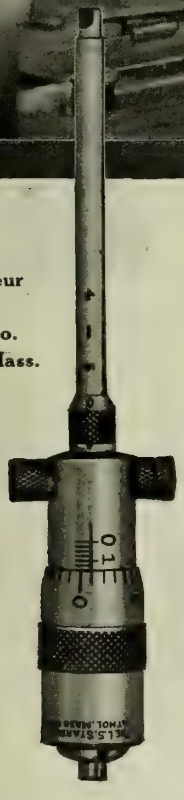


W. L. Brodeur
at Heald
Machine Co.
Worcester, Mass.



Maintaining Accuracy on Inside Measurements

When grinding inside diameters, the progress of the work can be checked up properly only if fine measuring instruments of great accuracy are used.

To insure the necessary degree of accuracy on internal grinding, practical machinists use the Starrett Inside Micrometer. This serviceable tool assures accuracy from 2 to 32 inches, depending upon the various lengths of rods used. Standard gages or rings are furnished to slip under the collars to extend the rods.

Contact surfaces are hardened, and provisions made to adjust for wear. The auxiliary handle is very handy in taking measurements in deep holes and other places where this micrometer could not otherwise be used. It accompanies sets only when ordered.

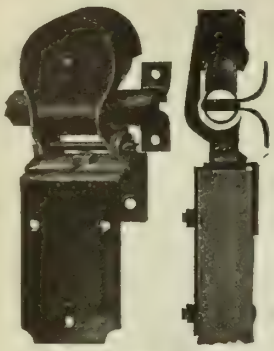
Study the Starrett catalog No. 21MA and become familiar with the uses for this micrometer and other tools which are not familiar to you. Complete knowledge of the Starret line of 2100 styles and sizes of fine tools will help you in making sales. Write for copy to-day.

The L. S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers

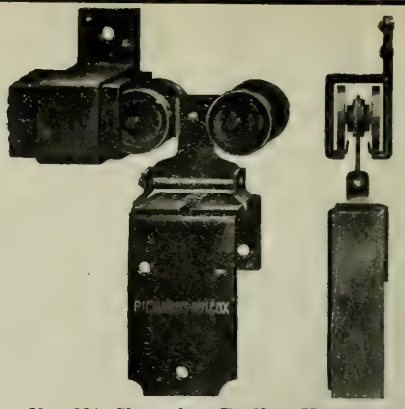
42-627

If interested, tear out this page and keep with letters to be answered.



No. 543 Red Runner
Best Round Track Hanger

No. 235 Angle Hangers
Fine for Garage Doors



No. 321 Champion Trolley Hanger.
None so good.

FIRE DOOR HARDWARE
All Kinds—Complete Line

TROLLEY HANGERS
For Folding Doors

ROYAL TROLLEY
House Door Hanger

PARALLEL DOORS
For Garage, Drive Barn, etc.

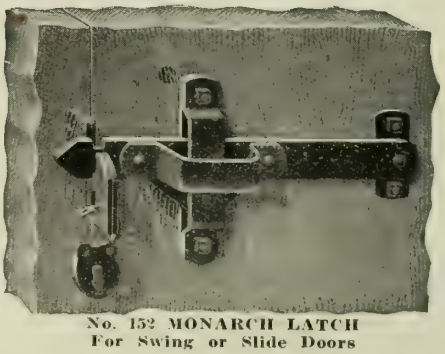
STORE LADDERS
All Kinds

JOIST HANGERS

R-W
Brick
Drills

"A Hanger for Any Door that Slides"

TUBULAR FRAME
GRINDSTONES



No. 152 MONARCH LATCH
For Swing or Slide Doors

All-Steel
Wagon Jacks

015 RURAL
Power Grindstone

"THE HANGER PEOPLE"

Richards-Wilcox

No. 501
TIRE SAVER
and Storage Jack

RICHARDS WILCOX R&W LONDON TRADE MARK

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

RICHARDS WILCOX R&W LONDON TRADE MARK

No. 240
WIRE
STRETCH-
ERS.

If interested, tear out this page and keep with letters to be answered.

Quality

THE leader in every industry, to maintain his lead, must safeguard the quality of his products.—Rigid inspection and careful supervision are important factors.—To products of iron and steel this principle applies with tremendous force.—It means safety, security and stability.—We safeguard the quality of our products, believing quality will be recognized long after the price is forgotten.

Service

OUR customers must be served. One of the dominating factors in any successful business is Service.—We succeed only through the good will and good wish of the people we serve.—This thought permeates our entire Organization, from the President down.—Our employees feel the sense of responsibility this principle implies; and each one directs his efforts to maintain the high standard of service we aim to render.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

ACME

BOX STRAPPING

STRONG AND SHIPMENTS 300 ft. in a COIL

PROTECTS YOUR AGAINST THEFT. 20 COILS to a CASE

Acme Embossed Strapping is made of Rolled Steel and Highly Japanned.
Coilholder supplied with each Coil.
Acme Box Straps are made of Rolled Steel with Extra Hardened Prongs.

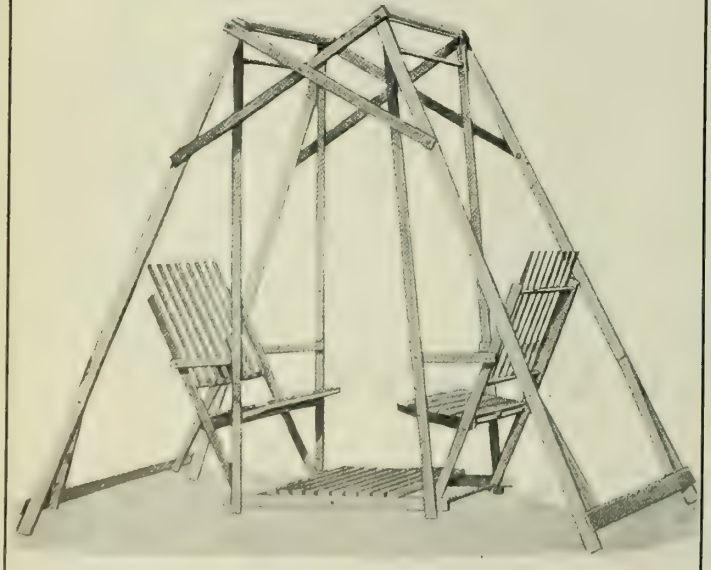
WILL HOLD ANY-THING

No. 7 BOX STRAP

FOR PARTICULARS WRITE

J. E. BEAUCHAMP & CO.
CORISTINE BUILDING MONTREAL

LAWN SWINGS
FOR 2 OR 4 PERSONS



The derrick is 9 feet high, painted red and glazed with good outdoor varnish. The crossarms, hangers, and seats are finished on natural wood. This swing is amply large for four persons, and folds completely. Weight, each, 115 lbs.

ORDER NOW AND GET FAVORABLE PRICES

J. E. BEAUCHAMP & CO., Manufacturers, Montreal

AGENTS—Ontario, H. E. Johnson, Toronto; Quebec, C. R. Frechon, Montreal; Western Canada, T. A. Curley & Son, Winnipeg; Maritime Provinces, W. J. Grant, Toronto; South America, F. S. Williams, Ltd., Buenos Aires; British Colonies, Dominion Exporters, Ltd.

Where to buy
FOLDING CHAIRS

Where to buy
STEP LADDERS

Where to buy
LAWN SWINGS

Where to buy
GARDEN SETTEES

Where to buy
IRONING TABLES

Where to buy
CHILDREN'S SLEDS

Where to buy
WOODEN TOYS

Where to buy
TOBOGGANS

Where to buy
WOODEN SNOW SHOVELS

Where to buy
FIBRE CHAIR SEATS

Where to buy
BOX STRAPPING

Where to buy
STEEL DOOR MATS

Where to buy
CORRUGATED FASTENERS

Where to buy
IRON WASHERS

Where to buy
MAIL BOXES

There is only one place—At

J. E. BEAUCHAMP & CO.
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Big Ben

A *Westclox* Alarm

In Canada $3.50

A sky high material market, increased duty and war tax, have made it necessary to raise Big Ben's Canadian price to $3.50.

Big Ben set himself a big task. When material prices began to climb, he decided to absorb the increase as long as possible. Everything he used advanced, but the economy of larger output, and shop savings here and there enabled him to hold his price and maintain his quality.

He couldn't overcome added duty and war tax. His loyal friends in Canada could not absorb a greater increase in cost, so he raised his price fifty cents.

In every Big Ben advertisement appearing in Canada and the States, the $3.50 price is quoted.

Since November tenth all Big Ben shipped from the factory have been fitted with $3.50 tags.

Dealers who have Big Ben in stock may secure $3.50 tags from our Toronto Office, 58-64 Wellington St. W.

Big Ben has done his share. He's notified the public, he's changed his price ticket, he's made it easy for you to standardize the new price.

Big Ben is oversold. Deliveries are slow. The new price is easy to get.

La Salle, Ill., U.S.A. **Western Clock Co.** Makers of *Westclox*

Toronto Office, 58-64 Wellington St. W.

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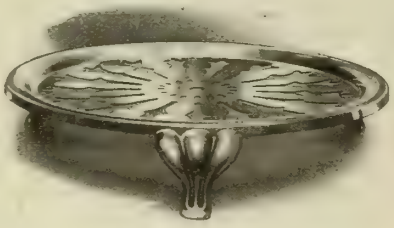
Androck Quick Selling Wire Utilities

Made in Canada



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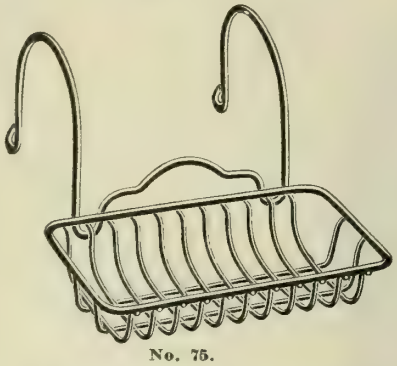

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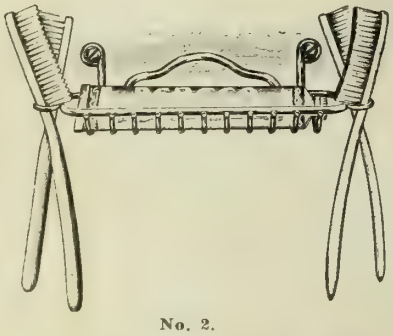

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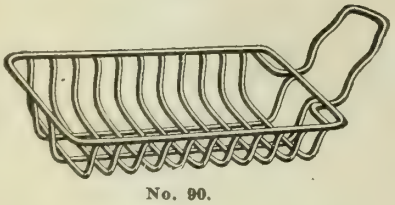

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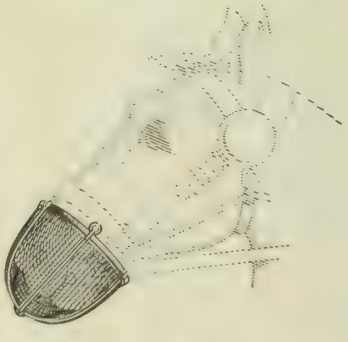


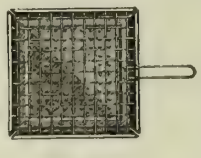
No. 170-1.

No. L-90.

No. 93—1.

No. 123.

V—II.



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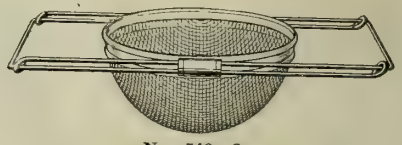


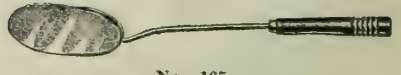
No. 540—6.

No. 14½.

No. 263.

L—11.

No. 168.



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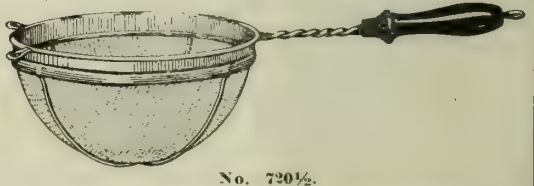

No. 720½.

No. 172.

Andrews Wire Works of Canada, Limited

WATFORD, ONTARIO

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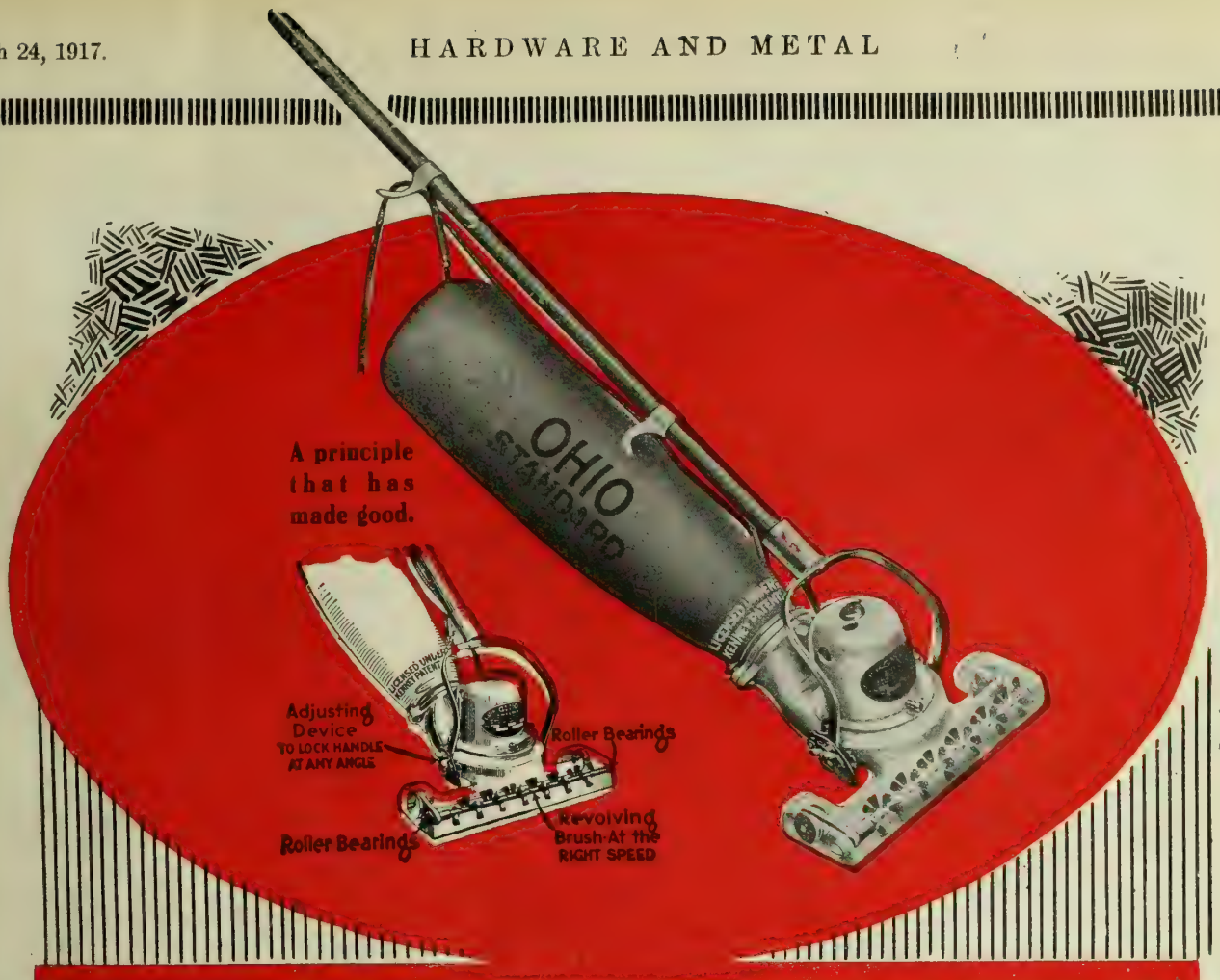

IF it is your desire to offer the best vacuum cleaner that can be manufactured —sell the

OHIO ELECTRIC

SUCTION CLEANER

It is a deep-cleaning machine, not only picks up all the dirt and threads, but also all fine dust, moth eggs and disease germs right out of the rugs, wall coverings, upholsteries and tapestries.

We have standardized the Ohio by eliminating all the non-essentials. Nothing has been adopted but which has been found practical in the hands of our customers.

The high-grade construction ensures you against being continually called upon to replace defective parts.

We look at it this way—the Better the Ohio the Larger our sales.

We have a splendid dealers' proposition. Write for it to-day.

The United Electric Company

Canton, Ohio, U.S.A.

TORONTO, 159 Richmond St. West

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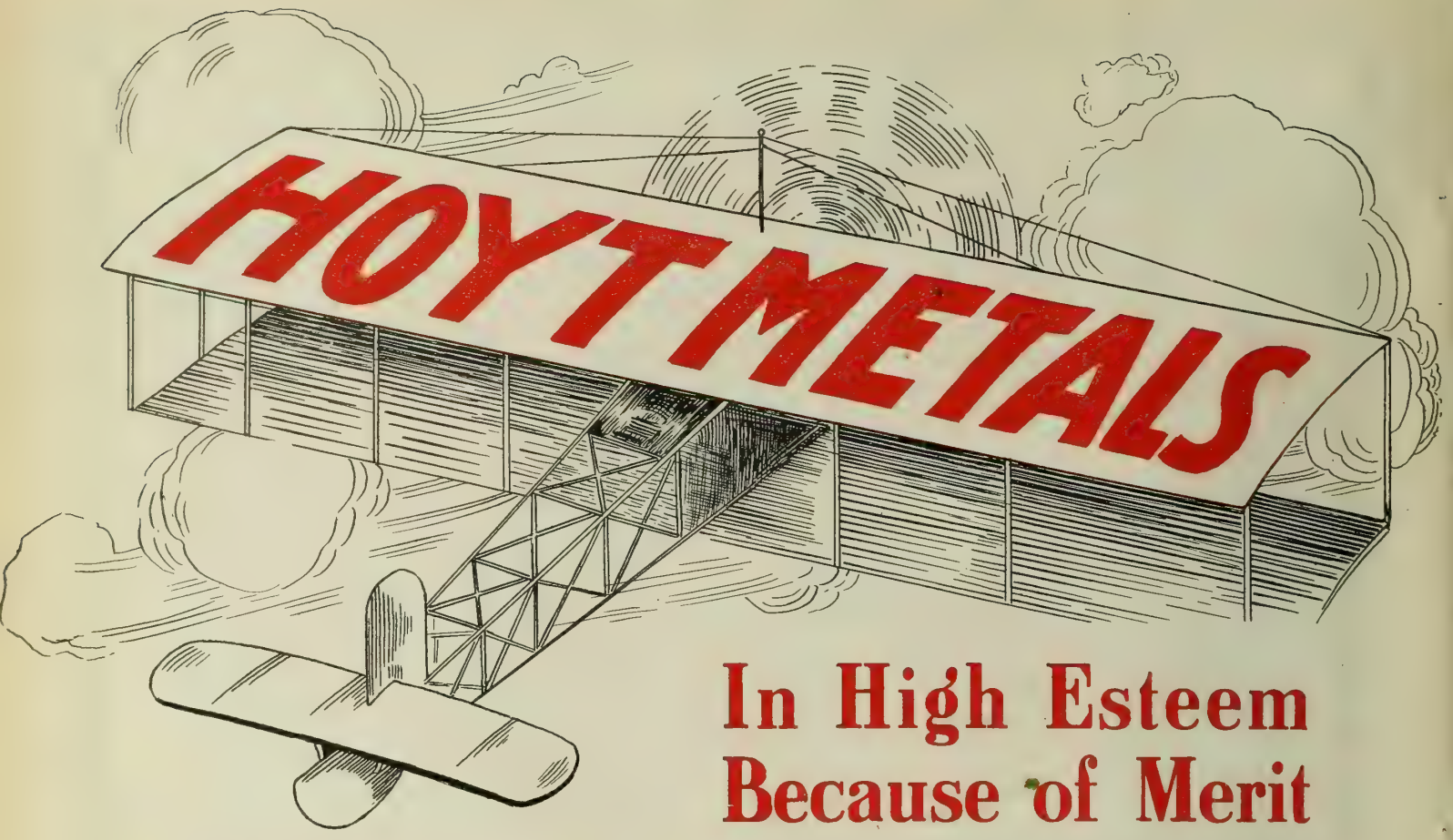

In High Esteem Because of Merit

Sheer Merit has made it possible for Hoyt Metals to reach all parts of the civilized world at an annual turnover of more than 5,000,000 dollars.

From the figures of Hoyt's annual turnover you will get an idea of the popularity of Hoyt's metal. You will also understand that there is a tremendous and efficient selling force and organization promoting the sales of Hoyt's Metals. Behind the merit and promoting power of Hoyt's metals there is the benefit of over 40 years' experience. This gives Hoyt's Metals a superiority that sets the standard which others strive to emulate.

Let Sheer Merit induce your use of Hoyt Metals.

We would like you to have our catalog and further particulars. Write, asking us to send both.

HOYT'S METALS

"Nickel Genuine"
"Trojan"
"Frost King"
Babbitts

HOYT'S SOLDERS

in Bar and Wire and all classes of Metal Goods

HOYT METAL COMPANY

EASTERN AVENUE AND LEWIS STREET - TORONTO

LONDON ENGLAND | NEW YORK U.S.A. | ST. LOUIS, MO. U.S.A.

If interested, tear out this p age and keep with letters to be answered.

Showing a 1 lb. Tin ready for sale.

Directions for use printed on the Tin.

THE KASENIT CASE HARDENING Compounds ARE

GOOD to Use
BETTER to Sell
BEST of All

British Made for British Empire Use.

Non-Inflammable

Non-Explosive

Non-Poisonous

Registered Trade-Mark

AGENTS WANTED

SOLE MANUFACTURERS

KASENIT LIMITED

8 & 9 LUDGATE SQUARE LONDON, ENGLAND

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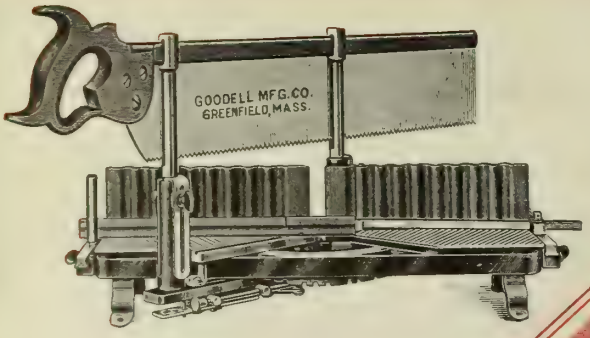

GOODELL PRATT
1500 GOOD TOOLS

A Big Year for Carpenters

This year promises to be a record breaker for the building trades. How is your stock of Carpenters' Tools? Put new life into your tool department with a good assortment of Goodell-Pratt Tools.

Tool sales mean good profits. Goodell-Pratt Tool sales mean satisfied customers.

For nearly fifty years the Stratton Line of Levels has been unsurpassed in its quality. Your customers know that the Goodell All Steel Mitre Box is unbreakable. Every other Goodell-Pratt tool is made with just the same good old-fashioned honesty and care.

ANGULAR BRACES
AUTOMATIC DRILLS
BENCH GRINDERS
BIT EXTENSIONS
BIT BRACES
BUTT GAUGES
CLAPBOARD MARKERS
COMBINATION SQUARES
COUNTERSINKS
GIMLET BITS
HAND DRILLS
LEVELS
MITRE BOXES
NAIL SETS
PLUMB BOBS
SAW SETS
SCREW-DRIVERS
TRY SQUARES

Goodell-Pratt Company

Greenfield *Toolsmiths* Mass., U.S.A.

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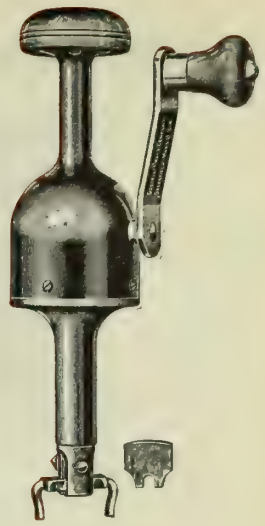
GOODELL PRATT
1500 GOOD TOOLS



How About Automobile Accessories?

Almost every good hardware store will handle Automobile Accessories this year. How about your accessories department? Of course you want Tires and Brake Lining, Spark Plugs and Spot Lights, but don't forget the Tools.

Men who pay thousands of dollars for good automobiles don't try to save pennies in buying tools. They want tools that are as good as their cars. Tools that can be depended on in emergencies.

We make a first class line of automobile tools as well as complete sets of tools for automobiles or motorcycles. They are good selling items, and better still, they are giving satisfaction to users.

Goodell-Pratt Company

Greenfield *Toolsmiths* Mass., U.S.A.

BEARING SCRAPERS
BRASS HAMMERS
BREAST DRILLS
CALIPERS
CHAIN DRILLS
CHISEL SETS
CIRCULAR GLASS CUTTERS
HACK SAWS
HAND DRILLS
MOTOR SETS
RIM WRENCHES
SCREW-DRIVERS
SCREW PITCH GAUGES
SOCKET WRENCHES
THICKNESS GAUGES
VALVE GRINDERS
VISES
WASHER CUTTERS

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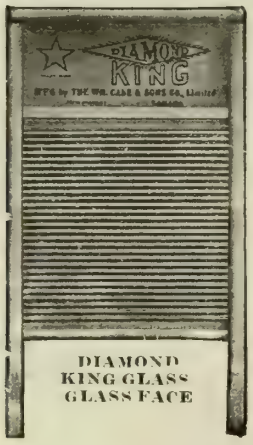
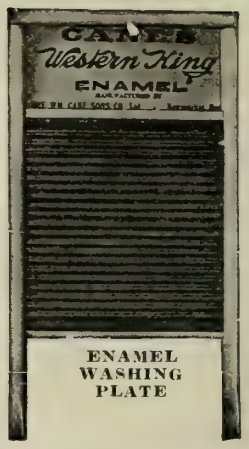


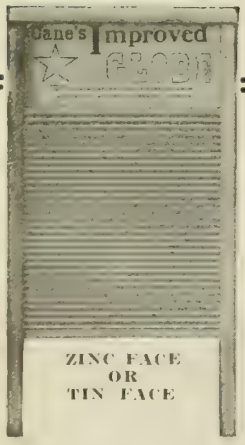
DIAMOND KING GLASS GLASS FACE

Our New Wooden Wash-Board

WOODEN WASHING PLATE DENTEL FACE

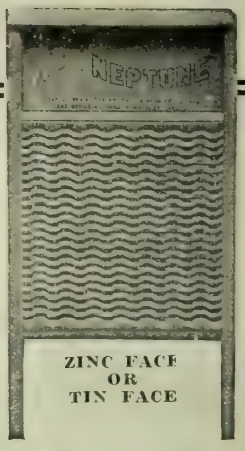


ENAMEL WASHING PLATE



ZINC FACE OR TIN FACE

Canes Woodenware



ZINC FACE OR TIN FACE

Stock Our All-Canadian All-Wooden Easy Selling Wash-Boards

Our all-wooden Wash Boards COST LESS—than metal wash boards and are more serviceable. Their economy appeals to the housewife.

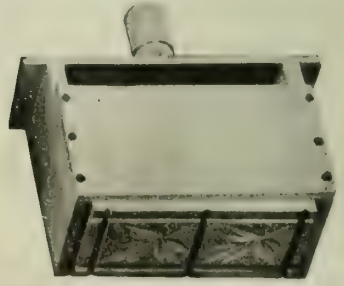
Cane's Woodenware is an all year round Selling Line

Our facilities for production enable us to give goods of extra quality at easy selling prices.

The Cane Line includes—wooden pails, wooden wash tubs, wash-boards of all kinds, bake boards, egg crates, clothes pins, butter moulds, etc., etc.

Order from your jobber.

The Wm. Cane & Sons Co., Limited, Newmarket, Ont.



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The "PATRICIA"

with the Silver Mound

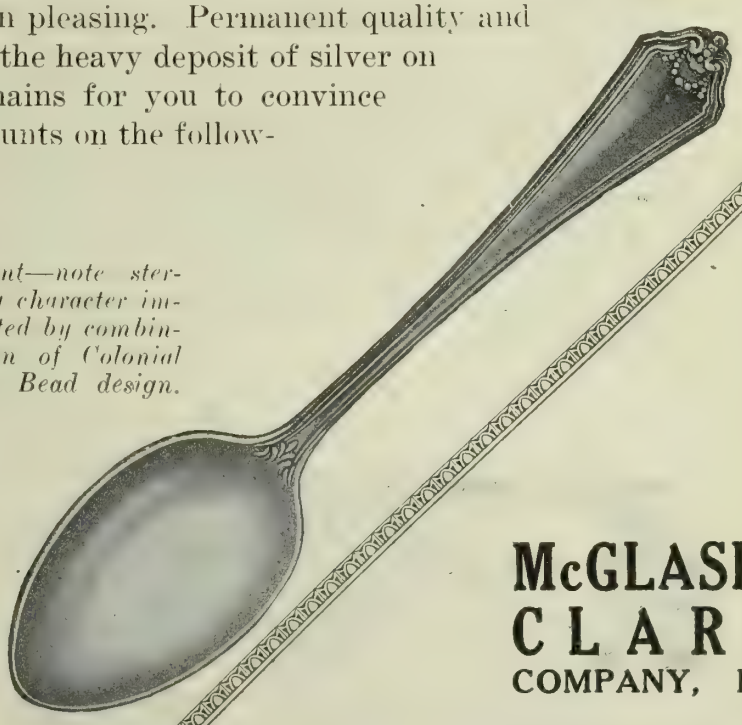
Back — Note the position of the sterling silver mound, which prevents wear.

A New Low-Priced Ware That Gives Long Service

Perhaps you are still hesitating about our latest production. Here is our assurance once more that the "Patricia" line offers a really saleable ware at a moderate price. The service value of the sterling silver mound on back of all spoons and forks is indisputable.

The design is beyond question pleasing. Permanent quality and durability are obtained from the heavy deposit of silver on an 18% nickel base. It remains for you to convince yourself, by writing for discounts on the following:

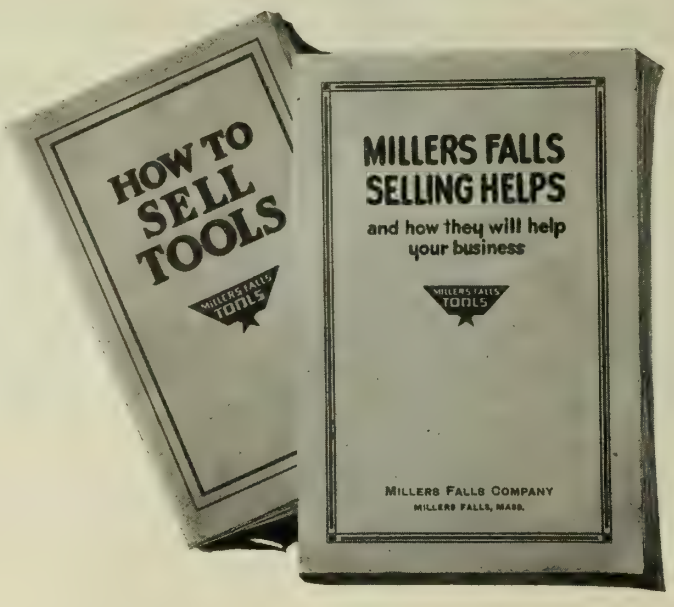
1 Doz. Tea Spoons	$4.75
1 Doz. Dessert Spoons	8.50
1 Doz. Table Spoons	9.50
1 Doz. Dessert Forks	8.50
1 Doz. Medium Forks	9.50
1 only Sugar Shell	.75
1 only Butter Knife	.90
1 only Berry Spoon	2.00
1 only Meat Fork	1.25
1 Doz. Dessert Knives	7.50
1 Doz. Medium Knives	8.00



Front—note sterling character imparted by combination of Colonial and Bead design.

McGLASHAN CLARKE COMPANY, Limited

Niagara Falls - Ontario



Start Your Tool Season By Sending for These Books

Canada needs tools this year as she never needed them before. Needs them in her factories of peace and war supplies. Needs them in her homes and helps to economy and patriotic saving.

Are you going to take full advantage of this unusual tool year? Let us help you put your tool department on a war footing so you will be thoroughly prepared.

Our handbook "How to Sell Tools" and the "Star," our monthly Sales Service Bulletin, point the way to easier sales, more sales and sales with more profit in them. They tell you how to reduce your selling costs, meet stiff competition and speed up your turnover. They show you how to make more money in tools.

Send to-day for "How to Sell Tools" handbook and get on our mailing list for the "Star." We'll send you besides our book of Selling Helps and tell you some of the definite ways in which Millers Falls co-operation will help you.

Tool selling success is important to you. The season will soon be here. Write us now.

Star Power Blades have a metal-cutting efficiency that helps give the munition maker a larger output at a smaller manufacturing cost. And Star Hand Blades have had this same leading quality since hack saw blades were first made. Star blades mean a bigger blade business for every dealer who keeps them. Are you a "Star" dealer?

Millers Falls Company

"Toolmaker to the Master Mechanic"

MILLERS FALLS MASS., U.S.A.

N.Y. Office, 28 Warren Street

MILLERS FALLS TOOLS

Extensive General Advertising

for

DISSTON SAWS AND TOOLS

Was Begun

MARCH 17th

In addition to the work we have done for years in supporting the trade by advertising of various kinds, we take pleasure in announcing that beginning with a

FULL PAGE in the SATURDAY EVENING POST March 17th

Large space will be persistently used in the leading publications of general circulation, and also the most important agricultural papers. Millions will see Disston advertising regularly.

This Disston advertising is going to make new customers for Disston products, because it is going to increase vastly the number of buyers who know the name of Disston and what it stands for.

Henry Disston & Sons Limited

REG. U.S. PAT. OFF.

2-20 Fraser Avenue, Toronto, Can.

If interested, tear out this page and keep with letters to be answered.

HERE SINCE 1855

Tinplates

Black and Galvanized Sheets

COMPLETE STOCKS

M. & L. SAMUEL, BENJAMIN & CO.

Cor. King St. and Spadina Ave. TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

OVER 115,000 MOTOR CARS IN CANADA

This tremendous new market has been created for you within the last few years. Are you taking advantage of it?

All through 1917 these cars will be rolling up mileage, using up lubricating oils and other motor car accessories.

The Imperial Oil Company, Limited, is helping hardware dealers throughout Canada to get a share of this motor car business. It is advertising POLARINE MOTOR OIL more extensively than ever in newspapers, motoring magazines and farm papers from Coast to Coast. It is advertising GARGOYLE MOBILOILS in the best motoring magazines in Canada. Signs, booklets, circulars, movie slides, etc., are available for your use in pushing these high grade lubricants.

POLARINE is now supplied in two grades called POLARINE and POLARINE HEAVY.

GARGOYLE MOBILOILS are supplied in four grades for engine lubrication and are sold by a chart of recommendations to insure the use of the correct grade.

By handling POLARINE or GARGOYLE MOBILOILS you are enabled to make from 33 1-3 per cent. profit and up, depending upon the quantity you sell.

This is your opportunity to join with hundreds of other hardware dealers in the profits and permanent patrons which will result from your co-operation in the handling of these products.

Please write us at 56 Church Street, Toronto, for complete information.

The IMPERIAL OIL COMPANY Limited

BRANCHES IN ALL CITIES

BRITISH MADE

—not made British

British Made

implies that the origin of the goods is British. If a spark plug is *assembled* in England from component parts manufactured abroad, is it "British Made," *or is it "Made British"?*

In conception, as also in design and execution, *"Sphinx" Plugs* are the production of *one factory*, and embody just those qualities of efficiency and endurance associated with the best traditions of British Manufacture. *"Sphinx" Plugs* will always be replaced free of cost should faults of workmanship or material be found in them.

"Sphinx" Plugs are made in various patterns to suit all types of engines.

May we send you further particulars? We will gladly do so on receipt of your request.

Sole Agent for the Dominion of Canada:—

W. T. Evans
1684 St. Urbain Street, Montreal

SPHINX

Are you getting in on the BIG Motor Accessory Profits?

CLASCO Motor Lamps are leaders of profit-makers. They are a line which every Hardware merchant who contemplates or is selling motor accessories can scarce be without.

The sale is sure. 99% of the Motor Car Lamps sold in Canada are CLASCO Lamps—a record that only merit could make possible.

CLASCO Lamps are of heavy construction. They hold their shape and retain their beauty much longer than others.

Canadian-made in every particular.

Our Catalog is yours for the asking.

The Canadian Lamp and Stamping Co., Limited

FORD, ONTARIO

Sold by the following Jobbers:

John Millen & Sons, Ltd., Montreal; Hyslop Bros., Ltd., Toronto; Cutler & Foster, Ltd., Toronto; Northern Electric Co., Ltd., Montreal and branches; Canadian Fairbanks-Morse Co., Ltd., Montreal and branches; Wood, Vallance & Leggatt, Vancouver; Motor Car Supply Co., Calgary; Automobile Equipment Co.; Marshall Wells Co., Winnipeg.

Order from the nearest one.

The

"A-1" Rim Tool

Will Contract
Will Straighten
Will Lock

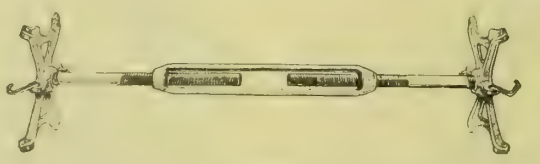
A Split Rim

Why work two or three hours to lock a rim, spoiling your clothes and temper, when this tool will do the trick in two minutes?

Directions

Take the snap or holder off the lock, place your rim tool in centre of rim, six inches from split, put hooks over flange of rim, and contract. You can then lift rim out of shoe.

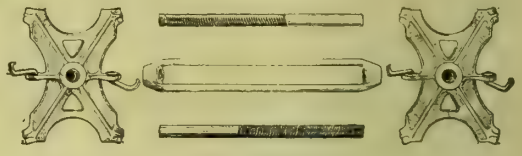
After putting in new tube, set rim in centre, and expand the turnbuckle. This will put rim back in place and lock it.



Ready for Action
A child can quickly lock any Rim with the "A-1."

Retail Price $4.50

Special Price to the Trade



Knocked Down
"A-1" will also remove a shoe from a rusted split rim.

$4.50

THE MORROW SPECIALTY CO.

SOLE DISTRIBUTORS FOR DOMINION OF CANADA
Office: Room 26 Manchester Building, 33 Melinda Street, Toronto
PHONE MAIN 5910

$4.50

H. W. PETRIE OF MONTREAL, Limited

Motor Car Accessories and Garage Equipment Catalog will be off the press early in April.

We suggest that you mail us at once—your name and address for reservation of your copy.

It will be sent, gratis.

DEPT. "A"

H. W. Petrie of Montreal,
Limited
327 St. James Street

If interested, tear out this page and keep with letters to be answered.

More Business From Motorists —For You

Your Auto-Accessory department will bring motorists to your store. All motorists need overalls — why not get this business yourself?

Carhartt Safety First All-Overs

will appeal to the motorist, workingman, munition worker, and, in fact, they are suitable for every need. Dealers who have tried are cashing in on these head-to-foot one-piece overalls. He will appreciate the suggestion—you'll find it worth while—Try it!

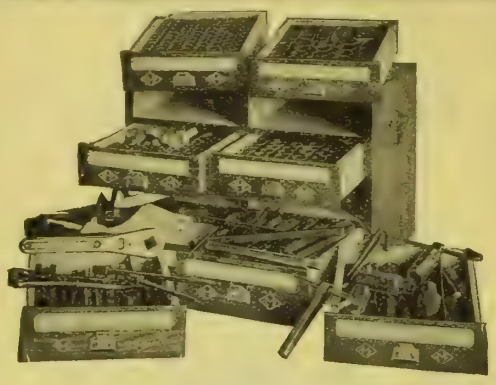
Write for prices, terms and further particulars.

HAMILTON CARHARTT COTTON MILLS

LIMITED

TORONTO UNIT

Toronto - Vancouver - Montreal - Liverpool



Socket Chest No. 300

Surely an addition to the fixtures of your store.

Solves Your Wrench Problems

FREE DISPLAYS

with assortments made up of the particular sizes that sell. Quantities of each size in exact ratio of demand.

No. "Y" Display Board

Socket Wrench Set No. 14

The *"Complete-est"* Wrench Set ever designed. Price, each **$16.00**

Garage Set, No. 4

Covers all U.S. and S.A.E. nuts and screws from ¼ to ¾.

Packed in wooden box. **List $5.72**

Engineer's Open End Set

Ask for interesting New Wrench Book No. 183C. **Thin Model Wrenches in any sets desired.**

The ambition of the FRANK MOSSBERG CO. has been—
"*To produce* the finest WRENCHES made in those types that sell most quickly, and *to sell* this product at reasonable prices to *deserve* the loyalty of every consumer."

FORDS for Wrenches

Repairkit for Fords, No. 675

"675" contains all special wrenches needed. Price, **$1.60**

The Most Desirable

Ratchet Reserve Brake Pedal and Tension Spring Wrench No. 645

Price, each **67c.**

Wheel Puller No. 660

Indestructible, **75c.**

The "Net" Socket Wrench Set **$5.35**

Ford Socket Wrench Set No. 30

These prices are Canadian List.

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

BRANCH OFFICES (for your convenience) { Chicago - - 180 N. Market St. | Los Angeles, 503 Equitable Bldg. | Nashville, Tenn. | San Francisco, 324 Underwood Bldg. | Seattle - 214 Maritime Bldg.

If any advertisement interests you, tear it out now and place with letters to be answered.

"Watch My 1917 Sales"

Says This La Crosse Dealer

In 1915 the Fred Dittman Hardware Company made a profit of $200.00 with the Evinrude—the first season they handled it. Last year they boosted their profits to $280.00. This year with prospects better than ever, they're aiming at the $400.00 mark. And we know they are going to hit the mark. Dealers who handle

EVINRUDE
DETACHABLE ROWBOAT & CANOE MOTORS

generally do. Some two thousand of them are setting a new mark this year. They're getting ready now for a big season, and we're going to help them with real shoulder-to-the-wheel co-operation that produces actual sales.

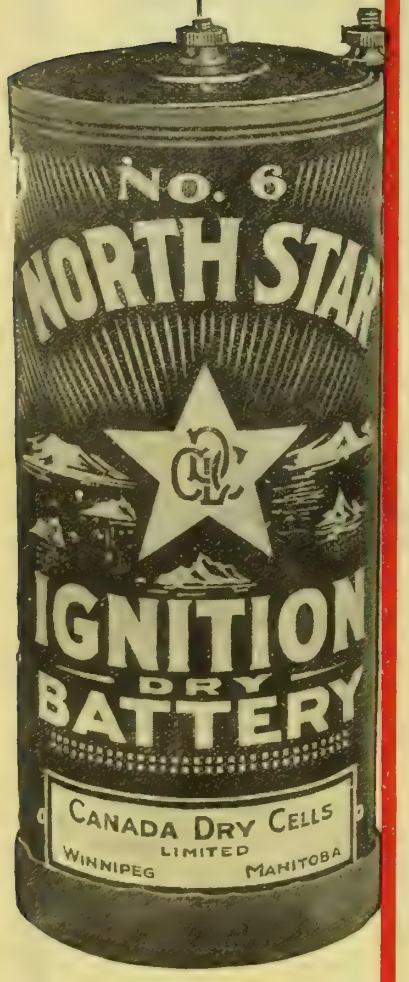
Let us help you, too. Get our attractive proposition to dealers. Figure your profits and, at your most conservative estimate you'll find it a proposition well worth tying to. Write for it to-day.

EVINRUDE MOTOR CO.

649 Evinrude Block **Milwaukee, Wis.**

Over 80,000 sold. Used by 25 Governments

Distributing Branches: **E. Drolet, Montreal. A. R. Williams Machinery Co., Toronto. Capt. A. A. Sears, Victoria, B C.**



Hitch Your Wagon to the "North Star"

The North Star to the mariner and astronomer represents stability; its position is basic and dependable. It remains steadfast.

When choosing the name "North Star" as a trade mark, the significance of the North Star in the heavens was in mind. It has been the aim of this factory to live up to the name, through Quality and Service. Retailers and users of North Star batteries will bear testimony to the fact that they have not failed them, but have given reliable service.

"North Star" BATTERIES

The North Star battery is good to sell because of its quick, full-powered, lasting qualities. Your business is requested on the merits of the goods themselves. If the batteries being made in Canada —Western Canada—has any appeal to you, it is mentioned as a fact, and not as an argument. The goods themselves must measure up to your satisfaction to weld a bond between us.

Order from your jobber, or give us his name.

The Western Battery for the Western Need

Canada Dry Cells, Limited
WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.

Hardware Dealer's Guide To Automobile Accessories

If you intend to put in a stock of Automobile Accessories, send for this most complete catalogue, and ask for quantity discount sheet.

You will find in this book a most complete line of practical and useful Accessories for the Automobile Owner. They have been selected by our experienced buyer after careful investigation. *Send for this catalogue to-day.*

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Hamilton
Windsor Winnipeg Saskatoon Calgary Vancouver Victoria

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

If interested, tear out this page and keep with letters to be answered.

46 Years Doing Two Things Well

1—Putting Honest Quality Into Merchandise

IVER JOHNSON

2—Telling the Public About It

A 46-year-old reputation for building quality into Iver Johnson products would be an ample foundation stone for a very handsome business.

But simply making the best bicycles, motorcycles, revolvers and shotguns did not satisfy us. We realized that for dealers to capitalize the name Iver Johnson to the full we must tell America's millions about our products.

So from the beginning we adopted the policy of taking the public into our confidence.

What has been the result of our consistent policy of National advertising?

The public takes a lot for granted when the name "Iver Johnson" is branded on merchandise. It takes for granted that an Iver Johnson Revolver is the safest small firearm made; that an Iver Johnson Bicycle is the best and easiest riding bicycle on the market; that an Iver Johnson Shotgun is the best obtainable value for the price.

It is no idle phrase to say that Iver Johnson products are the EASIEST SELLING quality products of their kind in the world.

Send for Catalogs on Bicycles, Motorcycles and Firearms.

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River Street
FITCHBURG, MASS.

NEW YORK: 99 Chambers St.
SAN FRANCISCO: 717 Market St.

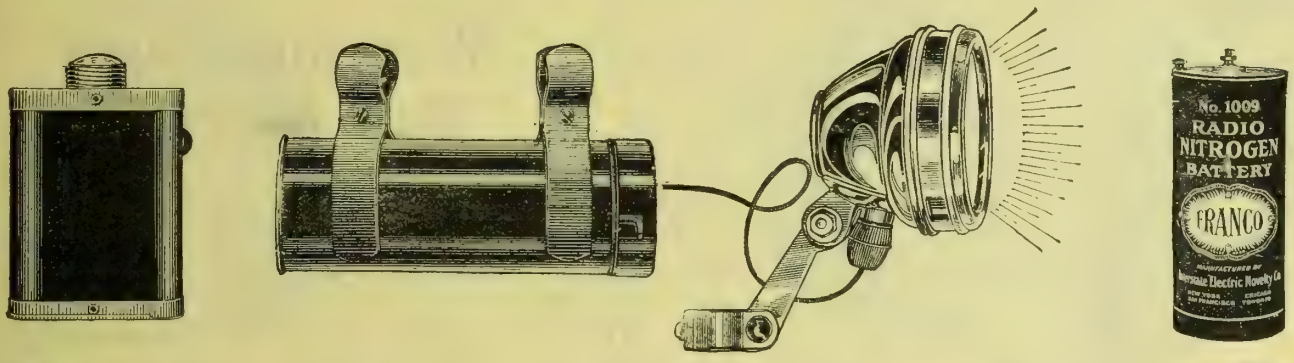
If interested, tear out this page and keep with letters to be answered.

FRANCO
TRADE MARK

Flashlights

For Motorists

Cyclists and Motor Boat Owners



WINNERS
of the
GOLD MEDAL
at the
Panama-Pacific Exposition

Better satisfaction, longer life of battery and stronger light cannot be obtained anywhere—and they cost no more than others.

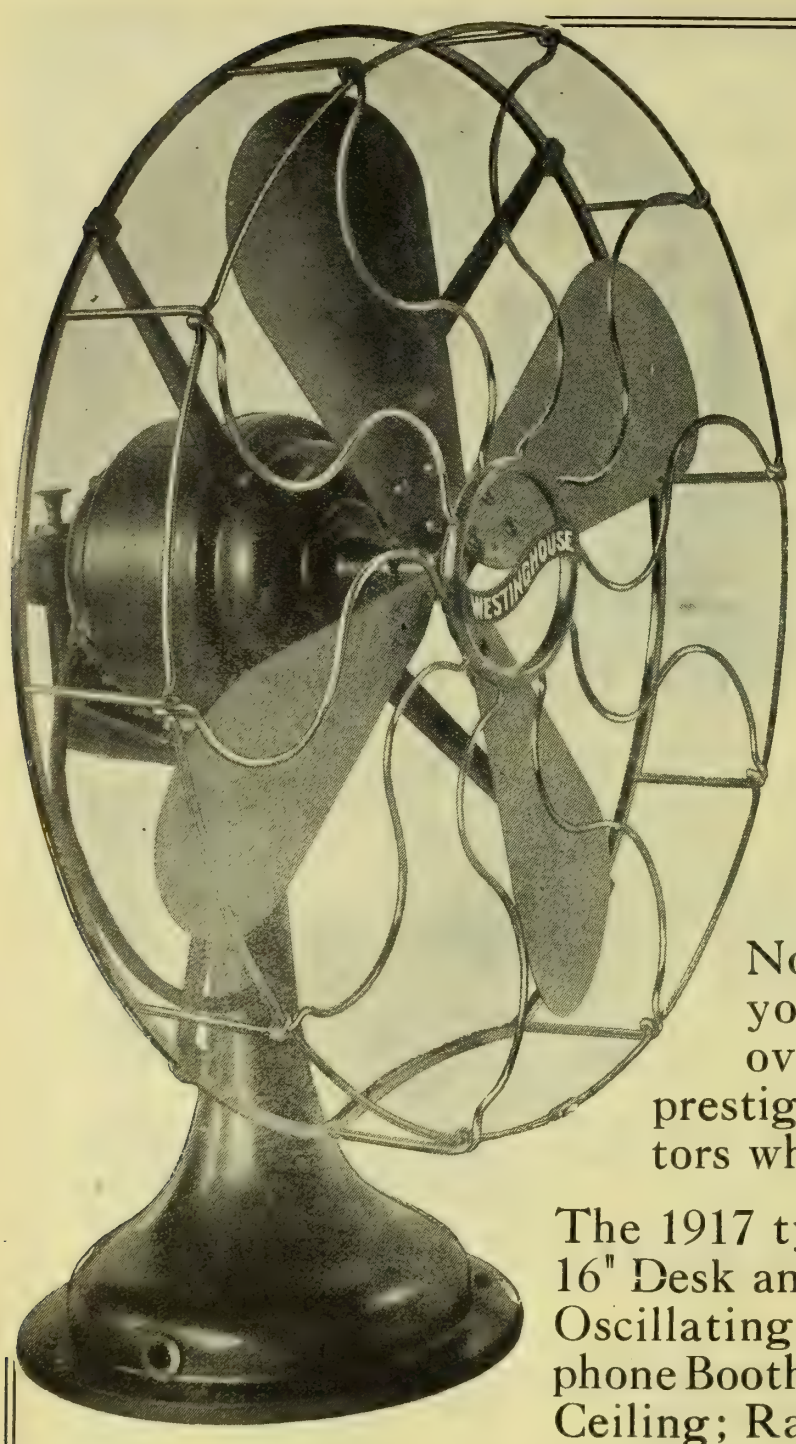
"Franco" Flashlights are not like ordinary flashlights—they have patented features that no other makers dare use. The **"Franco"** fibre case is one of these features—giving **Franco** Flashlights an advantage above all other makes. Let an ordinary flashlight come into contact with metal and it will short circuit—in other words, the metal will cause a contact with the battery, and the battery will burn out—then you'll wonder what is wrong.

A **"Franco"** fibre case battery around anywhere and it will never short-circuit on you. This is a feature that all motorists, cyclists, and motor boat owners should be familiar with. Remember, a **"Franco"** flashlight is short-circuit proof. This feature alone, regardless of the better light, longer service and fool-proof workmanship of **"Franco"** flashlights is reason for insisting on getting none but **"Franco"** Flashlights. Ask for **"Franco"** Flashlights and be safe. You can get **"Franco"** Products from most hardware dealers. Write us direct if your dealer can't supply you.

Interstate Electric Novelty Co. of Canada, Limited

220 King Street West, Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.



SUMMER, 1917

WEATHER FORECAST—VERY WARM

A Warm Summer

Means

Profits For You

If You Sell

Northern Electric

Westinghouse Fan Motors

Now is the time to put in your 1917 Stock. Quick turnovers with good profits and prestige in every sale are the factors which will most interest you.

The 1917 types include 8", 10", 12" and 16" Desk and Bracket; 10", 12" and 16" Oscillating Desk and Bracket; Telephone Booth; Stationary and Gyrating Ceiling; Railway Type, Etc.

Do not delay making contract for the season. We help you with our National Advertising, Literature, Car Cards, Posters, Newspaper Copy, Cuts, etc.

Write our nearest House for our attractive Fan Motor Proposition.

Northern Electric Company

LIMITED

MONTREAL	TORONTO	REGINA
HALIFAX	LONDON	CALGARY
OTTAWA	WINNIPEG	VANCOUVER

If interested, tear out this page and keep with letters to be answered.

WIRING MATERIAL

That Brings Repeat Orders

Spring-time means a Busy Time for those Hardware Dealers who have ample stocks of electric wiring material.

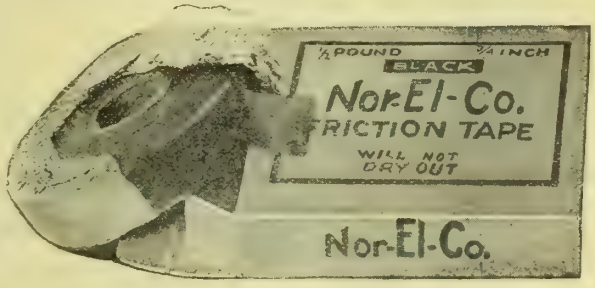
Our nearest house can make immediate shipment of Sockets, Switches, Lamps, Batteries, Bells, Buzzers, Irons, Toasters, Flashlights, Automobile Accessories, etc. Every line we carry is absolutely dependable and is backed by the Northern Electric guarantee for quality.

Two lines of Wiring Material, which are recommended for your consideration, when repleting your stock for your Spring trade, are

Northern Electric Soldering Material

Northern Electric Soldering Material has the uniform working qualities that are demanded by the trade and is universally acknowledged to be an even-flowing, smooth and from every standpoint, as economical a brand as any at present on the market. The principle is scientifically correct. It affords a clean, even flux for all electrical connections, and is guaranteed against chemical changes and deteriorations regardless of weather conditions.

N.E. Soldering Material is put up in convenient-sized containers. The paste comes in 2, 4 and 8-ounce boxes, and 1 and 5-pound pails—while the Soldering Salts are put up in ½, 1 and 5-pound bottles.



Northern Electric Friction Tape

is a closely woven tape, having exceptional sticking qualities. It is suitable for all work where a strong tape is required. Guaranteed not to dry out in six months, if kept in original package. Comes in half-pound cartons and one-ounce rolls. Runs 117 feet to the pound.

Complete Stocks of Electrical Supplies are carried at each of our Distributing Houses. Order your supplies from our nearest House.

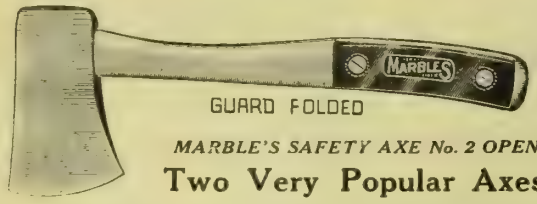
Montreal Halifax Ottawa Toronto London Winnipeg Regina Calgary Vancouver

Northern Electric Company LIMITED

If interested, tear out this page and keep with letters to be answered.

The Big Outdoors Is Calling

Sportsmen, fishermen, campers by the thousand will be looking over their "kits," making purchases where necessary, and getting ready to enjoy outdoor life at every opportunity. Get your stock in shape. Check over your supply of Marble Specialties—mail your order to your jobber—be ready to meet the demand. Specialties shown here are extra good sellers. More than fifty other live numbers are included in the Marble line. Ask your jobber. **All prices quoted are list. Liberal Discounts to Dealers.**



MARBLE'S SAFETY AXE No. 2 OPEN

Two Very Popular Axes

Marble's Safety Axes are the supreme achievement in axe craft. Many inventors have tried to get up safety axes as good as the Marble—but they couldn't match 'em. Marble's Safety Axes are still the very best to be had—and we'll always keep them in first place. Nearly a quarter of a million Marble Axes are now in use—what more need we say as to their popularity?

No. 2—Steel handle, weight 20 oz.; length 11 in.; solid steel blade, 2½ x 4⅜ in..... **$2.50**

No. 6—Hickory handle, weight 20 oz.; length 12 in.; solid steel blade, 2⅞ x 4¾ in. **$1.50**

MARBLE'S SAFETY AXE No. 6 GUARDED

Here are the best sellers—and they sure are profit-makers for you. They're recommended highly in public print by the world's greatest sportsmen.

Safety
Carried closed in pocket or open in sheath. Stag handle, German silver trimmings.
List (sheath included), 4¾ in. blade, $3.00; 5 in., $4.00.

Stag Handle Ideal
A famous knife. With or without hilt.
List (sheath included), 5 in. blade, $2.75; 6 in., $3.00; 7 in., $3.25; 8 in., $3.50.

Expert
A professional's knife. Cocobolo handle with stag-horn tip. List (sheath included), 5 in. blade, $2.25.

De Weese
A big game knife. All advantages of hilt without the actual hilt.
German stag handle. List (sheath included), 4 in. blade, $1.75.

Woodcraft
Has every quality of a $2 to $3 knife. Handle of laminated leather.
List (sheath included), 4½ in. blade, $1.50.

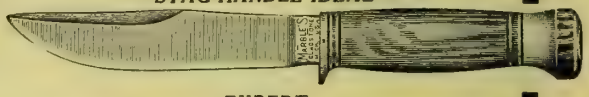
Marble's Safety Fish Knife
Does all the work needed to get fish ready for frying pan—cuts, rips, scales. Absolutely safe—blade locks when in use—folds into handle when not in use. A tremendous seller. List, $1.25.

Trade Supplied by Jobbers
Write for catalog showing complete line of Marble's Specialties for Sportsmen, including Game-Getter Gun.

MARBLE'S HUNTING KNIVES

SAFETY

STAG HANDLE IDEAL



EXPERT

DE WEESE

MARBLE'S SAFETY FISH KNIFE

Marble Arms & Mfg. Co.

5350 Delta Ave. - Gladstone, Mich.

PLAY BALL

With Canadian Made Bats

Made from the best air-seasoned Canadian White Ash, nicely finished.

THEY LOOK WELL, SELL WELL AND LAST WELL

Write for Latest Price List.

ST. MARY'S WOOD SPECIALTY CO., Limited
ST. MARY'S, ONTARIO

PUT YOUR STORE IN LINE FOR BIGGER PROFITS FROM

TRAPSHOOTING

LAST year thousands of men and women joined trapshooting's ranks. These and thousands more this year will increase the demand for

DU PONT Sporting Powders

Tie your store to our trade-making advertising by specifying DUPONT DENSE or DUPONT BULK for trap loads—the powders new shooters use, because they are the champion's choice.

E. I. du Pont de Nemours & Co.

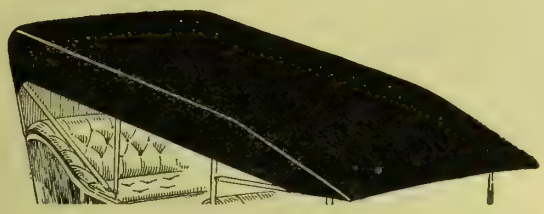
Powder Makers Since 1802

WILMINGTON - DELAWARE - U.S.A.

If interested, tear out this page and keep with letters to be answered.

Auto Tops Made NEW

For $2.50 Instead of $50.00



$1.85 worth of Rub-R-Tite made this three-year-old top as good looking and as waterproof as new—saving the cost, to say nothing of the bother and inconvenience of putting on a new top.

A season's wear usually makes an auto's top shabby and somewhat porous if not leaky. That condition can be remedied and the top re-waterproofed and refinished—whether mohair, pantasote, rubber or imitation rubber.

RUB-R-TITE

Auto Top Waterproofing and Dressing

is a pliable, waterproof preservative for any auto top, new or old. It is the best kind of first-aid to neglected or leaky tops, renewing the appearance and durability of the material. It is quickly and efficiently applied by anyone and its low cost means a new top at a 95% saving.

Made in Canada

Retails for—
Pints, 60c.; Quarts, $1.00
Half-Gals., $1.85; Gals., $3.35

Jobbers—Dealers

To get the full story of this meritorious product and learn how it satisfies an active demand among auto owners, write for full information and discounts to

AUTO PRODUCTS MFG. CO., Inc.
FORT ERIE, ONTARIO, CANADA

If interested, tear out this page and keep with letters to be answered.

HERCULES
Smokeless Shotgun
POWDERS

At this end of the shell is the name of the powder. Ask for and look for

INFALLIBLE

A Story of Importance to You

YOU can't know too much about the shells you carry in stock. The information you should have is easy to obtain for it is told on the shell itself. The two ends give the story—a story that is important to you because *it is important to your customers.*

On the base you will of course find the name of the maker and loader from whom you order the shell. At the other end, on the top wad, are printed the size and quantity of shot, the quantity of powder and, last but not least—*the name of the powder.*

Hercules Infallible Smokeless Shotgun Powder, may be obtained in any standard make of shell. Undoubtedly the names of the shells you carry in stock are given in the column to the right.

The next time you order shotgun shells it will pay you to specify that they be loaded with Infallible Powder. The cost of the shells will be the same and you will make sure that you are selling your customers as good powders as can be made, in their favorite brand of shells.

If you are not familiar with the advertising service which we give to retail hardware and sporting goods houses it will pay you to drop us a postal asking about it.

On this end is the name of the maker. Hercules Smokeless Shotgun Powders may be obtained in shells made by the following:

PETERS
REMINGTON
SELBY
U. S.
WESTERN
WINCHESTER

HERCULES POWDER CO.
7 West 10th Street
Wilmington **Delaware**

If interested, tear out this page and keep with letters to be answered.

Startling Success

Don't pass this page until you have read every word of this amazing message. It's about Auto Liquid Veneer, which has **revolutionized** car cleaning methods.

You, no doubt, sell regular Liquid Veneer for use in the home. You know its wonderful reputation. Now here is your old friend dressed up in new form, specially put up for your car-owning customers who want their cars neat, clean and shining, without tiresome work or much expense. You ought to get acquainted with

AUTO LIQUID VENEER

There is no limit to the business that you can do on this article. You can make a *big thing* out of it. Just think, you can make a dirty, mud-freckled car shine like new without a spot or stain in ten minutes' time. You eliminate 90% of your car washing with all its sloppy, tedious work, and big garage charges.

Take warning! Soap and water will surely ruin the finish of your car, as it will your piano. The varnish needs reviving; it needs to be kept from drying out. It needs Liquid Veneer, which feeds it and keeps it *glossy* and *clean* indefinitely. There is no comparison, nothing that can equal Liquid Veneer.

And so simple! Just spray it on in a fine mist. Then wipe dry with a piece of cheese cloth. No scratching, no oily film. The one preparation that gives absolute satisfaction, or money back.

Auto Liquid Veneer is a winner. Send for full particulars to-day.

Dealers: A Big Opportunity

THE AUTO SPRAY OUTFIT

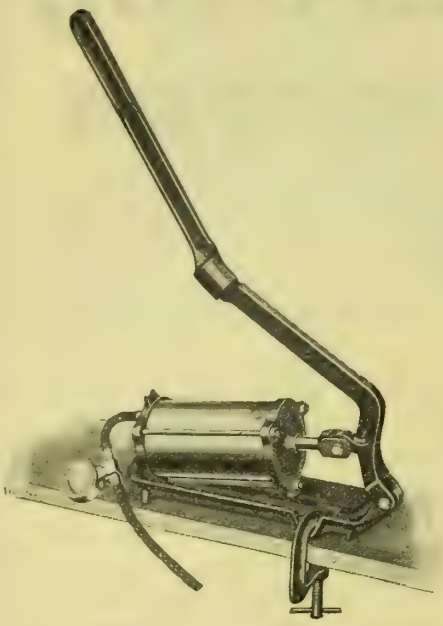
consists of a 50c brass finished sprayer and a $1.00 32-ounce bottle of Liquid Veneer, both packed in an attractive display carton. This outfit retails for $1.50. A tremendous national advertising campaign is now under way. Will you be prepared?

BUFFALO SPECIALTY CO.

Buffalo, N.Y. U.S.A. **Bridgeport, Ont. Canada**

If interested, tear out this page and keep with letters to be answered.

More Business for the Hardware Dealer



The Yankee Pump

AUTOMOBILE ACCESSORIES have opened a new and very attractive field for the Hardware Dealer. The Hardware store is the logical place to go to buy Accessories. Carry the Hyslop Line and you can tremendously increase your 1917 business.

The Yankee Pump illustrated is one of our fast-selling accessories. The Pump folds up to carry in the tool box. It will throw a continuous stream of air comparable in volume to that of an engine-driven pump. Highest pressures easily obtainable with the Yankee.

If you have not already received our 1917 catalogue, write to us to-day.

ATTRACTIVE DEALERS' PROPOSITION

HYSLOP BROTHERS Limited **Shuter & Victoria Sts.** **TORONTO**

The original and genuine temperature retaining bottle **THERMOS** MILLIONS in use all over the world—why bother with imitations?

THE —— BOTTLE

No. 15 Bottle

The up-to-date sporting goods department in every store sells the genuine Thermos Products.

Every sportsman knows the value of a Thermos Bottle. It is his companion at every luncheon. Prices and finishes to suit all sportsmen. Bottles, $1.75 up.

The Thermos up-to-date handy kit is one of the popular numbers in every stock. Kits, $3.50 up.

Buy in 40-piece quantities and secure the largest profit possible—60% on the cost.

Write to-day for new price list in effect March 1, 1917.

THE HANDY KIT—No. 407

Thermos Bottle Company, Limited

12-14 SHEPPARD STREET, TORONTO

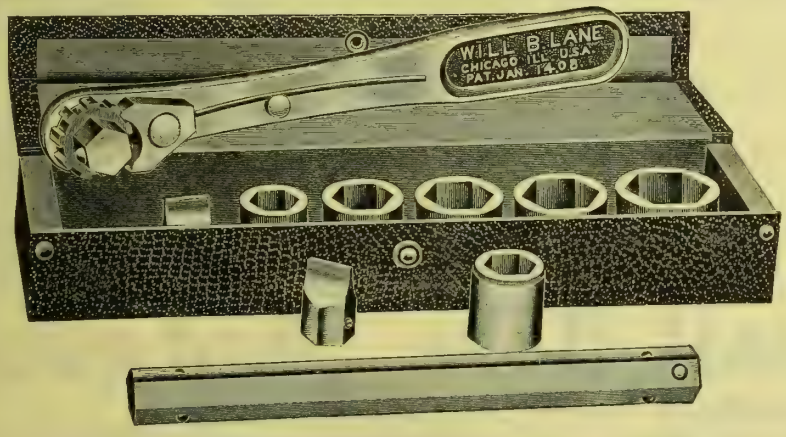
If interested, tear out this page and keep with letters to be answered.

These Sets Are Quick Sellers

LANE'S UNIQUE RATCHET WRENCH

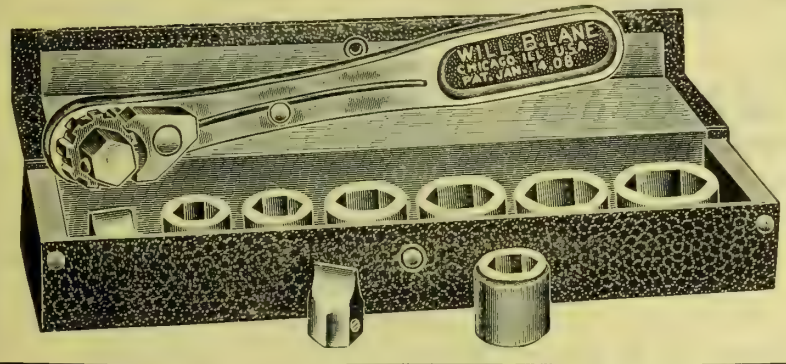
LANE'S RATCHET WRENCH SETS are growing in popularity. Sales are growing steadily. Mechanics are asking to be shown these sets.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. *Warranted not to break or spread. Write for prices.*



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:
Millen & Son, Ltd. - - - Vancouver
Wood-Vallance & Legatt, Ltd. - Vancouver
Brown, Fraser & Co., Limited - Vancouver

ALBERTA:
Marshall-Wells Alberta Company, Edmonton
Wood-Vallance & Adams - - - Calgary
Merchants Hardware Specialties, Ltd. Calgary

SASKATCHEWAN:
J. H. Ashdown Hardware Co., Ltd. Saskatoon
W. W. Cooper Co. - - - Swift Current

MANITOBA:
J. H. Ashdown Hardware Co., Ltd., Winnipeg
Marshall-Wells Hardware Co., Ltd., Winnipeg
Wood-Vallance & Co., Ltd. - - Winnipeg
Millen & Son, Ltd. - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO:
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - London
London Engine Supplies Co. - - London
Wood-Vallance & Co. - - - - Hamilton
Aikenhead Hardware, Limited - - Toronto
Rice Lewis & Son., Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Son, Co., Ltd. - Ottawa

QUEBEC:
Caverhill, Learmont & Co. - - Montreal
Lewis Bros., Limited - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. S. Mitchell & Co. - - - - Sherbrooke

WILL B. LANE, 180 North Dearborn Street, Chicago, Ill.

If interested, tear out this page and keep with letters to be answered.

We Like to make Good Goods

that's why "Turner" products enjoy such an enviable reputation.

Our "Standard Weatherproof"

Tents are absolutely the best that money and brains can produce.

Our "Prairie Brand" Quality

Tents are the best that brains can produce for the money.

The Home of "Turner" Products

Many Hardware men are carrying our goods as a regular line and find the demand growing.

Never before have we been more busy, so to insure delivery you would do well to order early.

Complete Catalogue on request

J. J. Turner & Sons, Complete Camp Outfitters **Peterborough**

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge

H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.

Quiets Rattling Doors

Most auto doors get to rattling sooner or later—and motorists are sure buyers of a sure remedy. Here it is—a simple little affair of spring steel that can be screwed to the door jamb in a jiffy. By-bye, rattles! Show it on our classy display card and it sells itself—at 25c a pair.

Order from Your Jobber

Fernald Auto Door Anti-Rattler

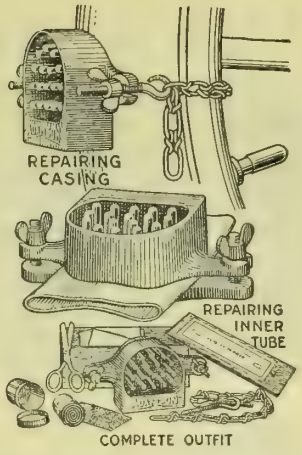
Made by

Fernald Mfg. Co.
North East, Pa.

ADAMSON Vulcanizers

Model "U"

FOR TUBES AND CASINGS



The tire is repaired without deflating or removing it from the car.

Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing weight 4 lbs. $3.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

Only one of the Many Up-to-Date Articles Listed in

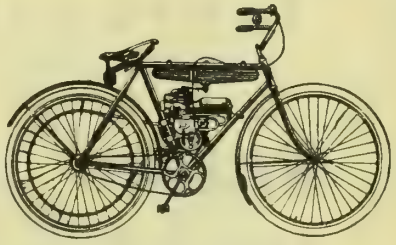
Our 1917 Accessory Catalogue

Every item is of interest to the trade.
It will be ready about March 25th.

WRITE FOR A COPY

WALKERVILLE HARDWARE CO., LIMITED
WALKERVILLE, ONT. Box 473

One Hour Will Make Any Bicycle into A Motor Cycle



Pedaling is mighty hard work. Why not make capital of this fact by getting every bicycle rider in your town interested in the

Good Profits **Cyclemotor** *Sales Easy*

"WHEELING WITHOUT WORK"

This wonderful little motor attachment may be applied to any bicycle in an hour's time; is one horse power, and is guaranteed to drive a bicycle 20 miles an hour. Weighs 21 pounds. Very easily operated.

The **CYCLEMOTOR** is easy to sell and pays a good profit.

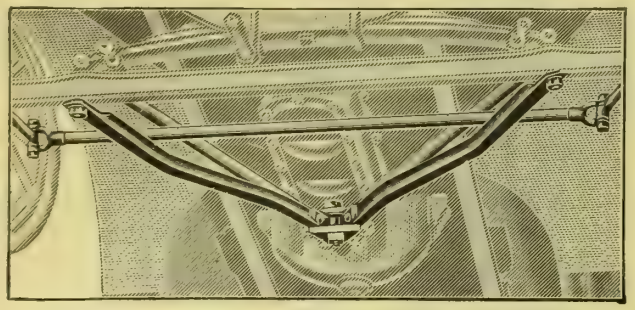
Write for full particulars to Dept. H.

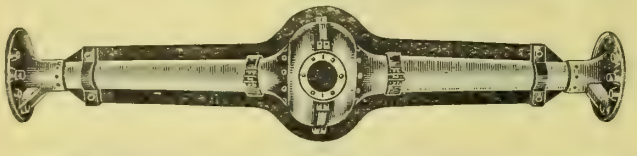
JOHN T. WILSON Limited

89 Jarvis Street - Toronto, Ont.

Three Auto Accessories For the Rocky Roads of Western Canada

EASILY SOLD TO YOUR CUSTOMERS WHO OWN FORD AUTOMOBILES.





FIRST—*Sub-Radius Rod*—Keeps front axle in perfect line, and stops vibration of front axle, giving the steadiness to the steering wheel which heavier cars have. Essential for rutted roads.

SECOND—*Rear Axle Truss*—Prevents rear axle housing either sagging or being thrown out of line. The housing is liable to give way on country roads, which means a new set of housing, new gears, and a lot of labor. They can be put on in ten minutes. No extra fittings, no holes to drill. Small cost. Made entirely of steel—no castings to break.

THIRD—*Running Board Truss*—For stiffening running board and fenders. Also prevent fenders splitting at corners, thus prevent rattling. Built of channel steel, one piece. No extra bolts or machine work required.

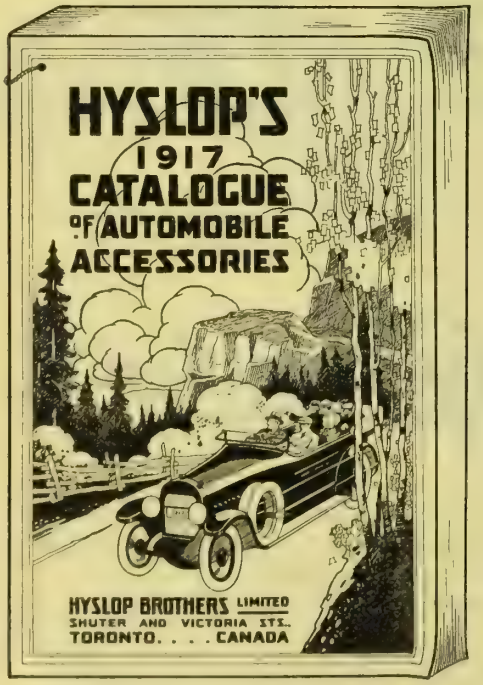
Write for particulars, or ask your jobber. He carries them.

THE LINE, HANSEN & KIMBALL COMPANY

Manufacturers of Automobile Accessories

MOOSE JAW, SASK.

Increased Business for 1917



There will be 150,000 automobiles on Canadian roads this year. This means that there will be a tremendous amount of accessories sold during the season. The "live" dealers will get the benefit of this business. *Will you get your share?*

Our 1917 Accessory Catalogue is now off the press. It is a carefully compiled and very complete book of 160 pages, profusely illustrated—64 pages devoted to Ford Specialties. Besides the standard lines, there are many additional items in the way of supplies and equipment for garages. Several recently developed devices also appear.

A Dealer's Proposition

A catalogue is being mailed to every car owner in your community. Get the benefit of this advertising by carrying Hyslop goods in stock. Attractive posters supplied free of charge, will help increase your sales.

If you have not received our 1917 catalogue, write for a copy, together with discount sheet.

WE MAKE PROMPT SHIPMENTS.

HYSLOP BROTHERS Limited Shuter & Victoria Sts. TORONTO

If interested, tear out this page and keep with letters to be answered.

EQUIP THE GUARD!

The Night Watchman's Story

"After I rang my box at midnight, back of the old freight shed, I walked up the spur track and there he was, under the shipping platform, touching a match to a pile of excelsior. I covered him with my COLT and made him come along. He's a tough character—the police have him now—and if it had not been for my COLT this place would have gone up in smoke last night."

Dealers:

Industries all over the country are increasing their guard. THIS MEANS MORE FIRE ARM SALES.

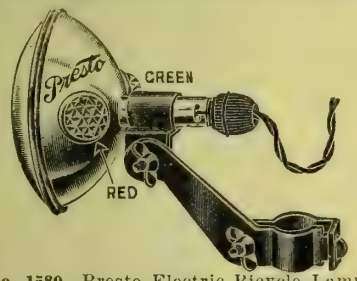
You want to get your share of this business. Would it not be a good idea to mail employers of watchmen in your locality a special circular?

We will supply the circulars—any quantity—with your name and address thereon.

Colt's Patent Fire Arms Manufacturing Co.

HARTFORD, CONN., U.S.A.

or A. Macfarlane & Co., Coristine Bldg., Montreal



No. 1580—Presto Electric Bicycle Lamp. One of eight different styles—Big range of prices to suit all classes of trade. Built of best material. Reflectors are made of highly polished nickel-plated brass and the tungsten bulb accurately focused, producing maximum volume of light.

No. 259—Cigar, Cigarette and Pipe Lighter with Automatic Cord Winder, eliminates the use of matches. Increases the safety of any car and makes a valuable addition. Every motorist should have one.

Get the Facts about this SUPERIOR Line

Car-owners the country over who demand the best motor car accessories specify "Presto." Repeat sales are **certain**, for Presto accessories perform their duty faultlessly. This well known line assures you of greater sales and bigger profits.

Presto

Accessories numbering over 100 are serving to make motoring a "real" pleasure. They increase your store patronage, thereby producing **bigger profits for you.**

Illustrated to the right are a few samples of our complete line of over 20 different styles of Dash Lamps made to suit all makes of cars.

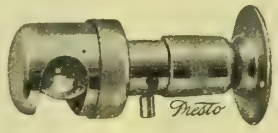
Car-owners instantly recognize the superiority of Presto products.

Write to-day for full information about this quick-selling line, including Combination Pipe and Cigar Lighters, Dash and Inspection Lamps, Ediswan type connectors, Plugs, Sockets, Switches, Bicycle Lamps, etc., etc. Prepare for the big spring trade. Bolster up your accessory business **now.**

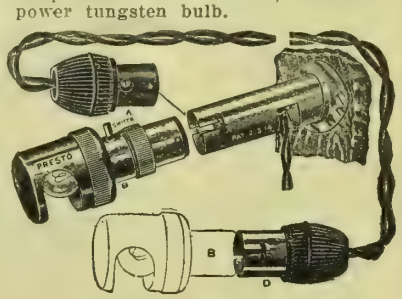
METAL SPECIALTIES MFG. COMPANY

734-738 W. Monroe St. CHICAGO, ILL.

No. 637-S—Round Head Dash Lamp for Ford, full nickel-plate, complete with switch type bayonet lamp socket and 6 volt, 2 candle power tungsten bulb.



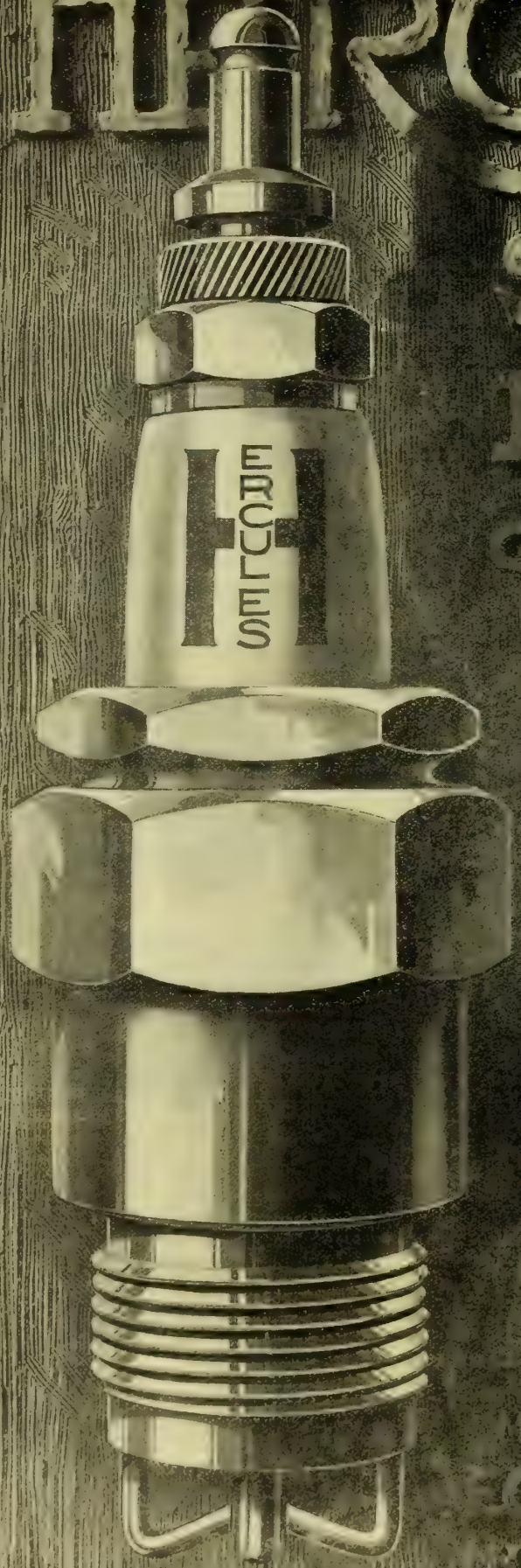
No. 618-S—"Bull Dog" Dash Lamp. Strong, heavy, short-built for service, Full nickel-plate, with self contained turn switch, bayonet type lamp socket and 6 volt, 2 candle power tungsten bulb.



No. 235—Combination Dash and Trouble Lamp for Ford Cars. Complete with 6 volt, 2 candle power bulb. Finished in polished nickel plate.

HERCULES SPARK PLUGS

GUARANTEED FIVE YEARS



Distributed by:

Miller-Morse Hardware Co., Limited
Winnipeg, Man.

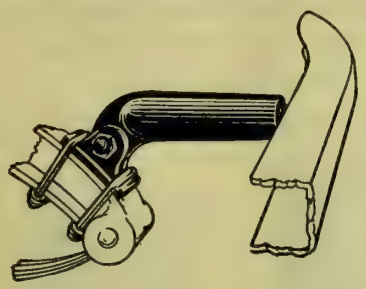
W. H. Thorne & Company
Saint John, N.B.

The James Walker Hardware Co., Ltd.
Montreal, Que.

Wood, Vallance & Co.
Hamilton, Ont.

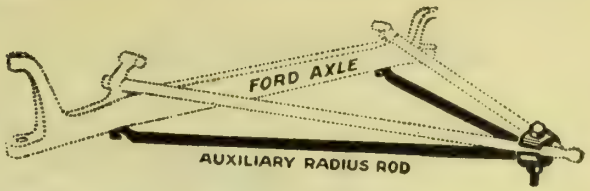
And Other Leading Jobbers.

MANUFACTURED BY
ECLIPSE MFG. CO.
INDIANAPOLIS, IND.

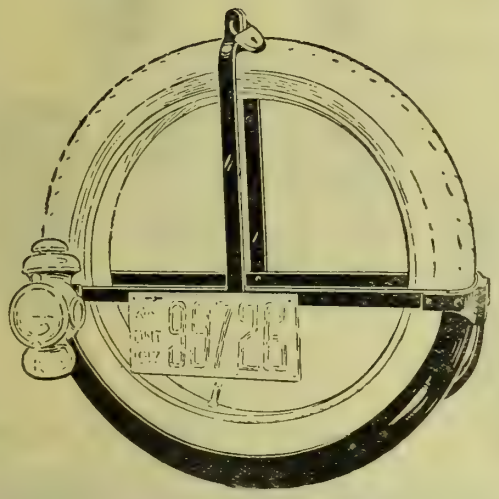


BUMPERS

CHANNEL
ROUND
DIAMOND
and
RESILIENT
SPRING BAR



The Auxiliary Radius Rod strengthens up the Ford car and steadies the steering.



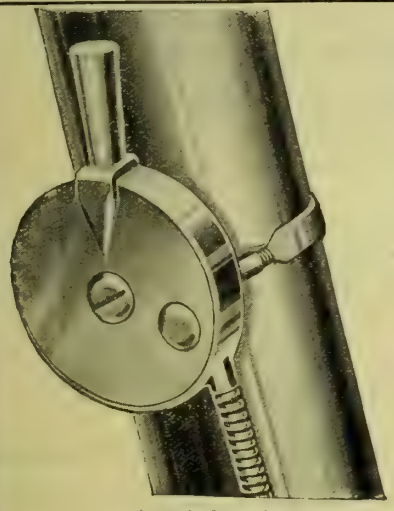
NEW TYPE BASKET TIRE CARRIER

FOR FORD AND CHEVROLET

THE BEST YET!

DEALERS: Write us for names of Jobbers who carry our lines in stock.

K NIAGARA
WHAT WE MAKE WE GUARANTEE
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA.



Watch-Case Style Speedler Control.

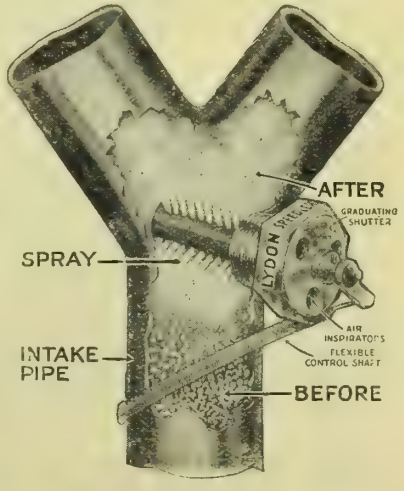
The Speedler

"Less Gas—More Mileage"

When your customer is buying gasoline, put it up to him this way:

"That you have a device that is guaranteed to save him from 20 to 40% of the gasoline consumption per mile on any automobile now built. A Speedler will enable him to travel from four to five miles on the same amount of gasoline he now uses to travel three."

The Speedler is a neat, scientifically designed air spray, which screws into the intake manifold above the carburetor. It is easily attached to any car.



THE SPEEDLER

Saves Gasoline—Gives More Mileage—Increases Engine Power—Acts as Emergency Air Brake—Is a Decarbonizer—Makes Engine Cool.

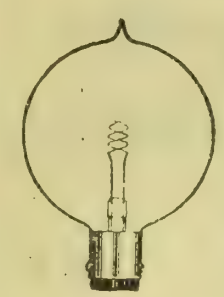
TRY ONE ON YOUR OWN CAR
Then Demonstrate It.

Great West Electric Co., Limited

WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.

Automobile



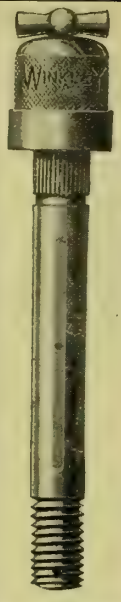
LAMPS AND FUSES

PROMPT SHIPMENT

Price List on Request

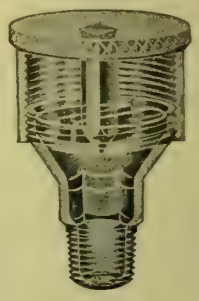
FACTORY PRODUCTS LTD.

220 King Street West : Toronto, Ontario



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

"Oil Cup"


"Ratchet"

"Plain"

"D"

"N"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

Elgin Wrenches

Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

In Answering Advertisements

It will greatly oblige our advertisers and facilitate matters generally if you will give the following information:

(1) Are you a manufacturer, wholesale merchant, agent or consumer?
(2) What are the actual working conditions under which the goods are to be used?
(3) What is the most desirable shipping point—St. John, N.B., Montreal, or New York in bond.
(4) Is special packing desired?
(5) Can you give Canadian or United States references, as to your financial standing?

VITAGAS
TRADE MARK

—"a wonder in the Automobile World"

ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.
Vitagas has been endorsed by the most critical, so much so that one of Pittsburg's automobile experts has pronounced it to be "a wonder in the automobile world."

A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

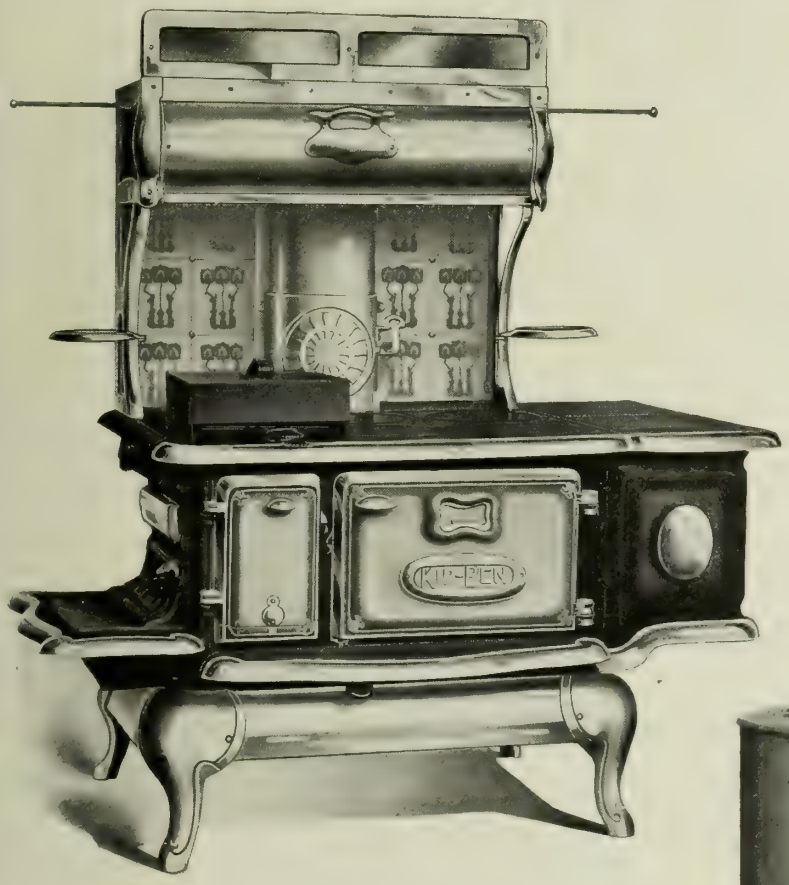
Add this live seller to your auto accessory department. The profit is big, and satisfaction doublesure.

Drop us a card for full particulars.

THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.

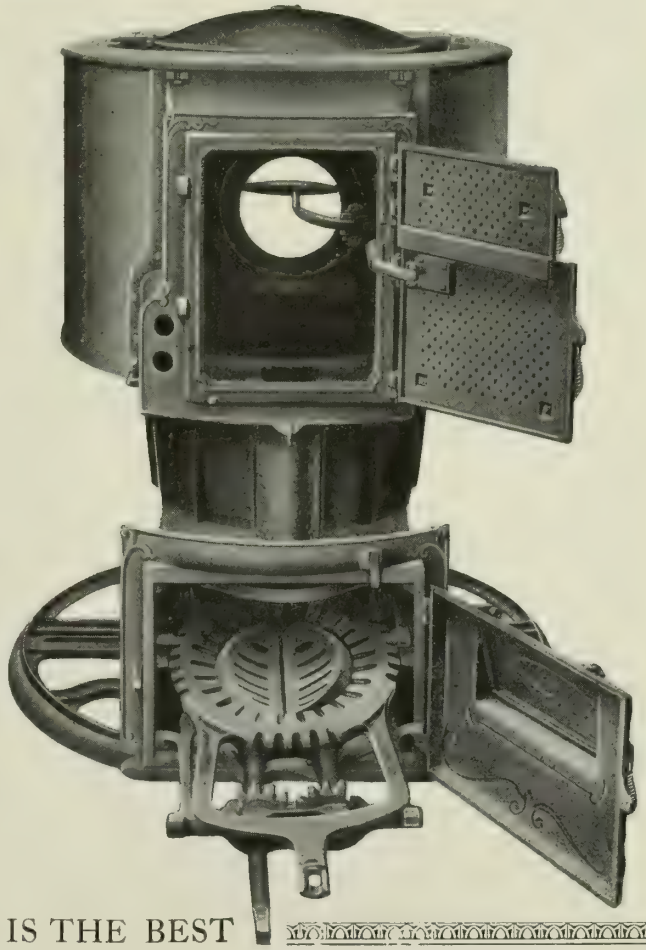
KIR-BEN

TRADE MARK



Kir-Ben Range

The easy line to sell—quick sales and really substantial profits. They look well on the sales floor—better in the kitchen. Once sold they stay sold—customer is pleased and goes back to make other purchases. Sell Kir-Ben Ranges and cut out trouble—Kir-Ben always works. Made in three sizes—18, 20 and 22-inch ovens—duplex, dockash or flat grates—many styles of plain or fancy dress. Get catalogue No. 5.



Kir-Ben Furnace

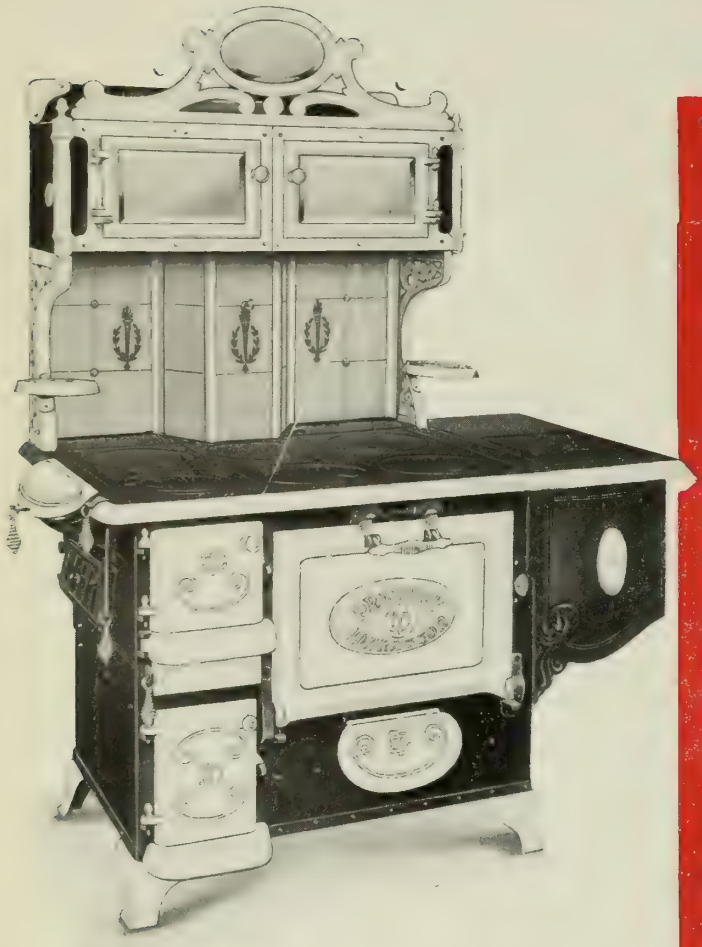
This Furnace was built to sell. Has many exclusive talking and sale-winning features. Made so good that dealers can readily show where it overshadows the leading features of any other furnace now on the market. So much ahead of all others that sales are easily made and a satisfactory and paying furnace business can readily be established against the hardest kind of opposition. Kir-Ben Furnace has no equal. It makes friends wherever it is sold and collects real money for the agent. Get Catalogue No. 6.

KIR-BEN LIMITED

ALMONTE, ONTARIO

KIR-BEN AGENCY IS THE BEST

If interested, tear out this p ge and keep with letters to be answered.



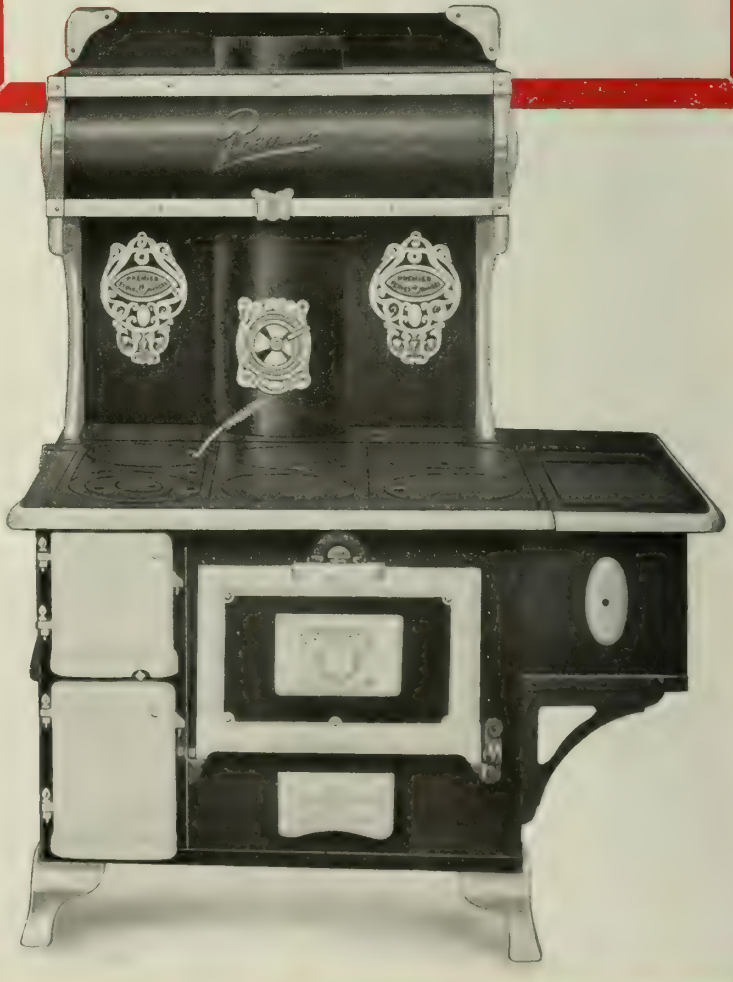
Premier Ranges

set the pace in range construction, efficiency, durability and economy

There is a "Premier" for every demand — PREMIER MARATHON, PREMIER CORDOVA, PREMIER LEADER, PREMIER ROYAL, PREMIER CHIEFTAIN.
Every Premier Range is guaranteed.

The Thos. Davidson Mfg. Company, Limited

WINNIPEG MONTREAL TORONTO



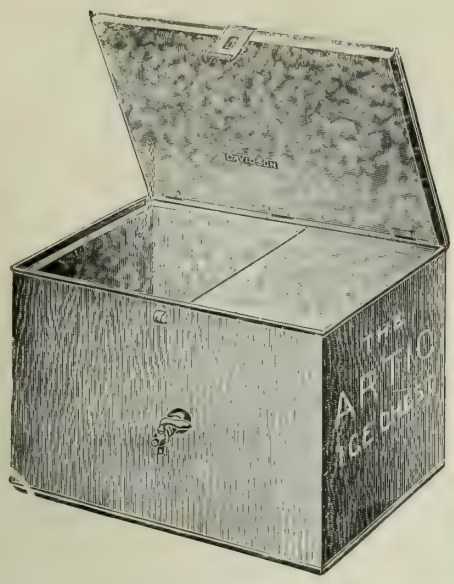
The Premier Marathon

The Marathon is rated A1 in the stove world.
Illustration shows our Persian closets, comprising tiled back and tiled pipe.
Made of the best material procurable, and every detail of construction given the most careful attention, with the result that we have all that is best in a Steel Range.

The Premier Leader

The Leader is a splendid steel range. It has become remarkably popular because of its service and comparatively low price.
You can sell a Leader when you can sell no other.
Drop a card for prices.

If interested, tear out this page and keep with letters to be answered.



Davidson's Arctic Ice Chest

A moderate size portable Refrigerator, very compact and has no lost room. The very thing for yachts, summer residences, sick rooms, etc. Made in three sizes.

Write for Prices.

You'll Like the Profit

and your customers will like the goods

THE QUALITY AND CONSTRUCTION OF OUR LINES, PLUS THEIR REASONABLE PRICE, CONSTITUTE A VALUE THAT IS MUCH SOUGHT AFTER EVERYWHERE.

The Thos. Davidson Mfg. Co., Limited

TORONTO MONTREAL WINNIPEG

Japanned Water Coolers

in blue, green or French grey, and attractively decorated. Fitted with nickel-plated faucets.

Six sizes: 2, 3, 4, 6, 10 and 15 gallons. Sizes 3, 4, 6 and 10 can be supplied with carbon filters.

Davidson's Frost River Refrigerators

Ice Economy is one of the many advantages of the Frost River Refrigerator over any wooden Refrigerator made.

THEY LAST A LIFE-TIME

Frost River Refrigerators are made of sheet steel galvanized.

The exterior is finished in a beautiful glossy French grey enamel.

The interior is finished in white enamel.

The tinned wire shelves will not rust.

All inside parts are removable for cleaning. Locks, hinges and handles are polished solid brass.

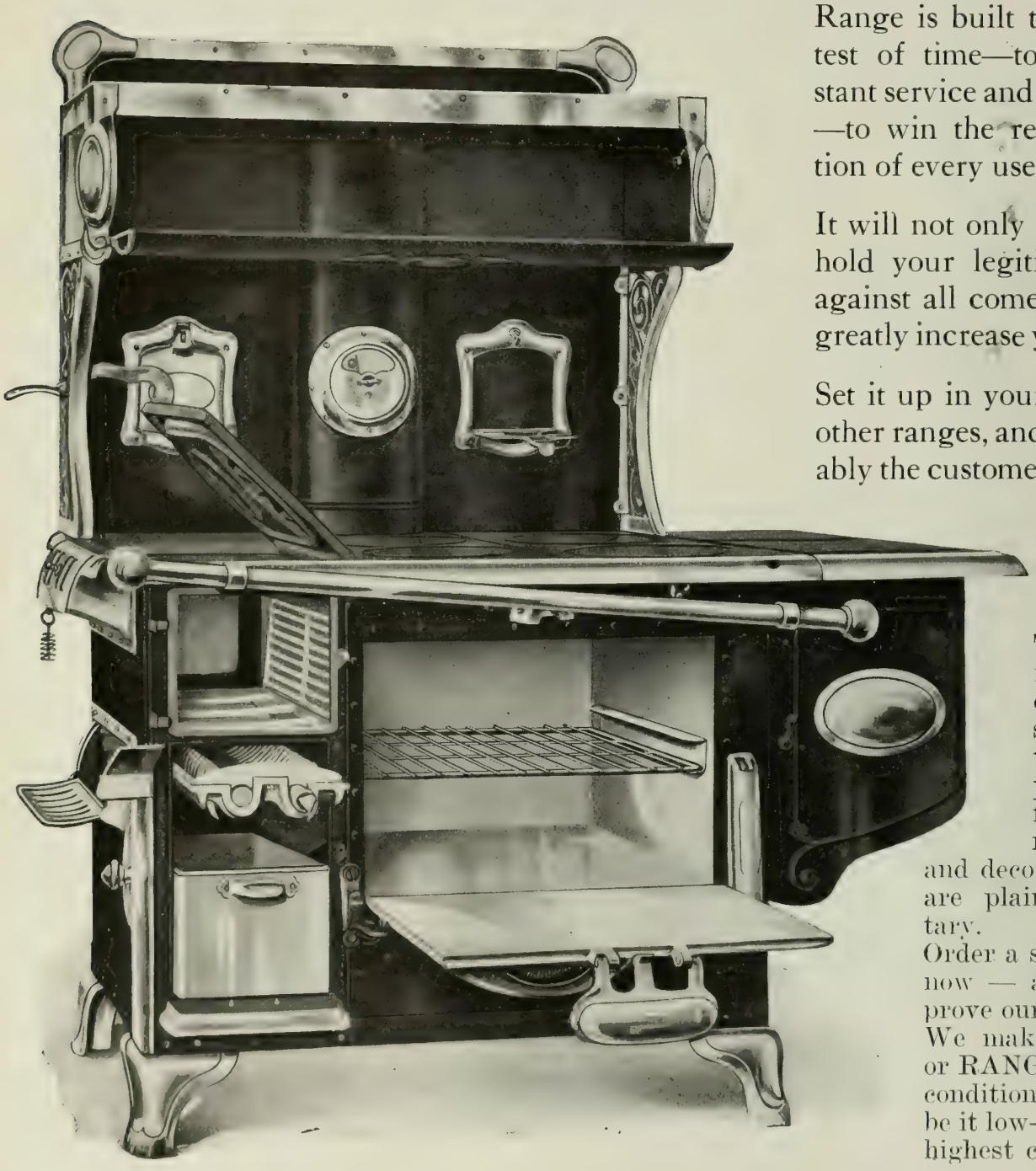
Made in three sizes. Write for prices.

If interested, tear out this page and keep with letters to be answered.

Universal Favorite Range

(Just as the name implies)

A FAVORITE IN APPEARANCE
A FAVORITE IN SERVICE



The Universal Favorite Range is built to stand the test of time—to give constant service and satisfaction—to win the recommendation of every user.

It will not only help you to hold your legitimate trade against all comers, but will greatly increase your sales.

Set it up in your store with other ranges, and it is invariably the customer's choice.

The finish is ideal — the castings smooth,—the joints perfectly fitted — the nickeling and decorative parts are plain and sanitary.

Order a sample range now — and let us prove our claims.

We make a STOVE or RANGE to suit all conditions of trade, be it low-priced or the highest class.

Findlay Bros. Company, Limited, **Carleton Place, Ont., and Winnipeg**

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

If interested, tear out this page and keep with letters to be answered.

STERLING FURNACE

Gives the Heat and Saves the Fuel

The STERLING is up-to-date because of its high efficiency and simplicity of operation. When it comes right down to giving bang-up good service, you can bank your last dollar on the STERLING.

The **Heat Retaining Apron** encircling the fire pot in the STERLING is a new departure in Furnace construction, and increases its efficiency from 30% to 40%. All the heat radiated from the fire pot is held inside the Furnace until the passing air absorbs it and carries it into the rooms. Because of the increased length of the air chamber, which is from 12 to 14 inches longer than most other Furnaces, the velocity of the air is increased, thus preventing it from becoming overheated and making possible the passage of the largest volume of air.

The outside appearance of the STERLING is classy and striking, but the **real Furnace** is inside the Casing. It is constructed on common sense principles to get the best kind of heat from the least amount of fuel.

It costs less to install a STERLING Furnace because you can do the job quickly and easily, there is hand room for every operation.

Drop a card for catlog and full particulars. The **STERLING AGENCY** means increased business and larger profits.

Findlay Bros. Company, Limited, Carleton Place, Ont., and Winnipeg

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

If interested, tear out this page and keep with letters to be answered.

You Can Sell Ten Times More Than We Can Make

THE range trade never faced a success so gigantic.

The "new" Lighter Day range is a sensation. It captures all womankind.

It IS NEW—new from the blue and white enamel to the brick-lined fire-box. Take a note of its many marvels. All are new. All exclusive. All strengthen its mighty appeal to womankind.

It goes many steps further even than the original Lighter Day range.

You know the high-oven range is here to stay. You want to stock it. And won't you stock the latest, most wonderful-selling proposition the range-dealer ever encountered?

Every woman will know of this revolution in kitchen comfort. It is a sensational invention—and will be advertised in a sensational way.

Within a month two-and-a-half million (2,500,000) will be thoroughly familiar with the marvels of this "new" Lighter Day range.

You will be easily able to sell ten times more ranges than we can supply you.

A broadside in newspaper publicity, outstripping all former range publicity achievements, will stir the interests of every woman in Canada.

Followed by bang-up, sales-clinching literature and a constant curtain-of-fire in the leading women's magazines!

WE ARE READY TO SHIP NOW

Get your orders away to-day. Order to your limit. The "new" Lighter Day can be purchased CHEAPER NOW than at any time in the coming twelve months.

There is a knock-out hanger ready to link up your store with the advertising.

Women are going to buy the "new" Lighter Day on sight. You are going to harrass us—you can sell ten times more than we can make.

Get your orders in now. Get stocked up with the latest Lighter Day range.

Clare Bros. & Co., Limited

Makers of HECLA Furnaces

PRESTON WINNIPEG VANCOUVER

new LIGHTER DAY range

If interested, tear out this page and keep with letters to be answered.

new LIGHTER DAY range

The original Lighter Day range but NEW. New in many ways.

New in its thorough insulation. It retains, conserves ALL heat produced. Oven ready to bake in a few minutes. Greater heat at lower cost.

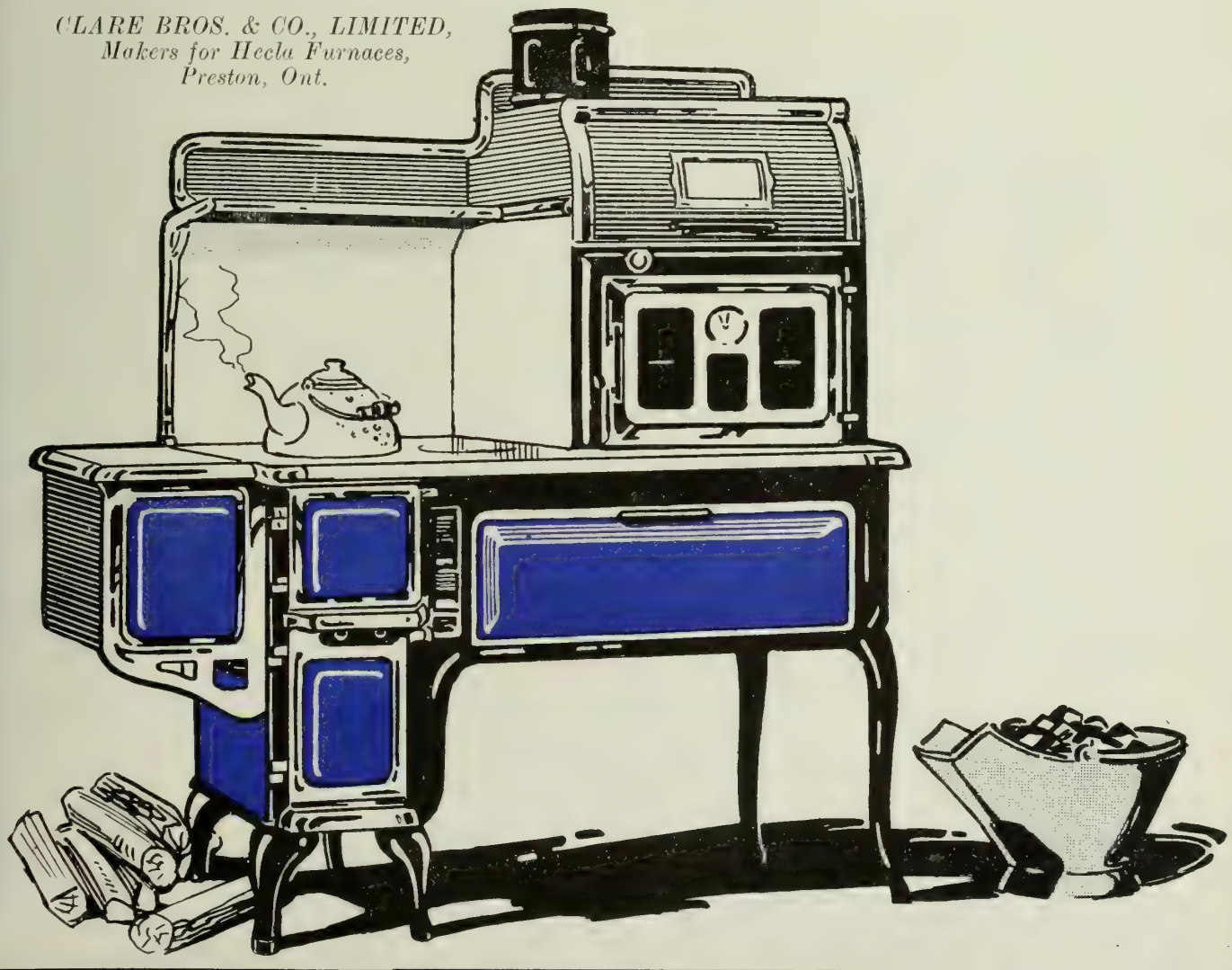
Clad in BLUE AND WHITE porcelain enamel it touches the pinnacle of range beauty. Specially toughened enamel lines. The flues make it absolute proof against rust and corrosion.

A damp cloth cleans any part. Cooking top is polished lighter than steel. Other cast parts are japanned. A shining beauty of a range, yet NOT AN INCH REQUIRES BLACKLEAD.

Fire-box lined with ordinary FIREBRICKS. Replacable anywhere for a few cents—no need to send to factory.

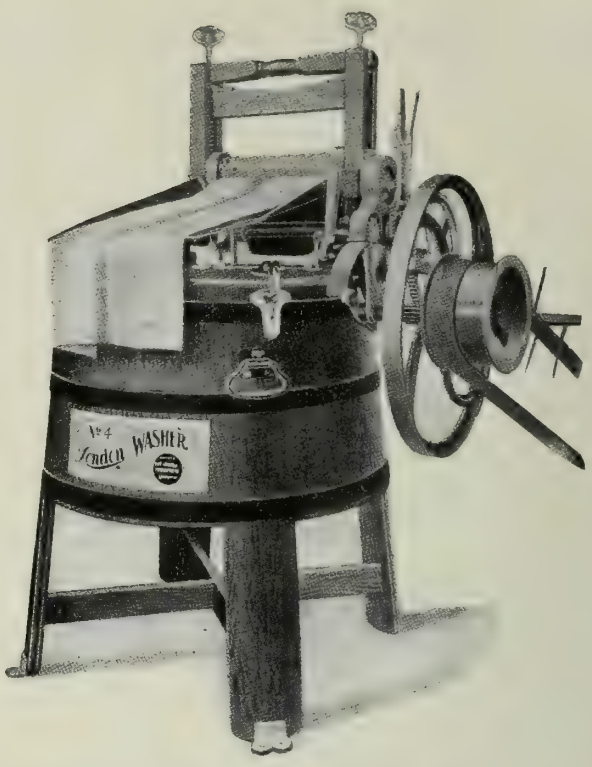
Right or left hand ovens—18 or 20 inch. 8 and 9 inch covers

CLARE BROS. & CO., LIMITED,
Makers for Hecla Furnaces,
Preston, Ont.



If interested, tear out this page and keep with letters to be answered.

"London" No. 3, Electric Washer and Wringer.



"London" No. 4, Family Power Washer and Wringer.

"LONDON" WASHERS

A Machine For Every Home

The dealer who handles "London" Washing Machines has a line that will please a wide variety of customers. Each of its kind will give the utmost satisfaction and a full measure of value.

"London" No. 3 ELECTRIC WASHER

is a time and labor-saver, and will operate at a maximum cost of two cents an hour. It is the most simple, strong and scientific washer on the market at such a reasonable price. Guaranteed in every way. You will have no difficulty in selling this washer.

"London" No. 4 FAMILY POWER WASHER

and wringer is built strong and substantial by first-class mechanics. You can put your reputation behind this washer. We protect you and guarantee the machine. It sells at a reasonable price. It can also be operated by hand, if desired, the fly-wheel giving a momentum that makes hand operation easy.

With little selling effort these machines will bring you **Big Profit.**
Let us send you our Catalogue and Particulars.

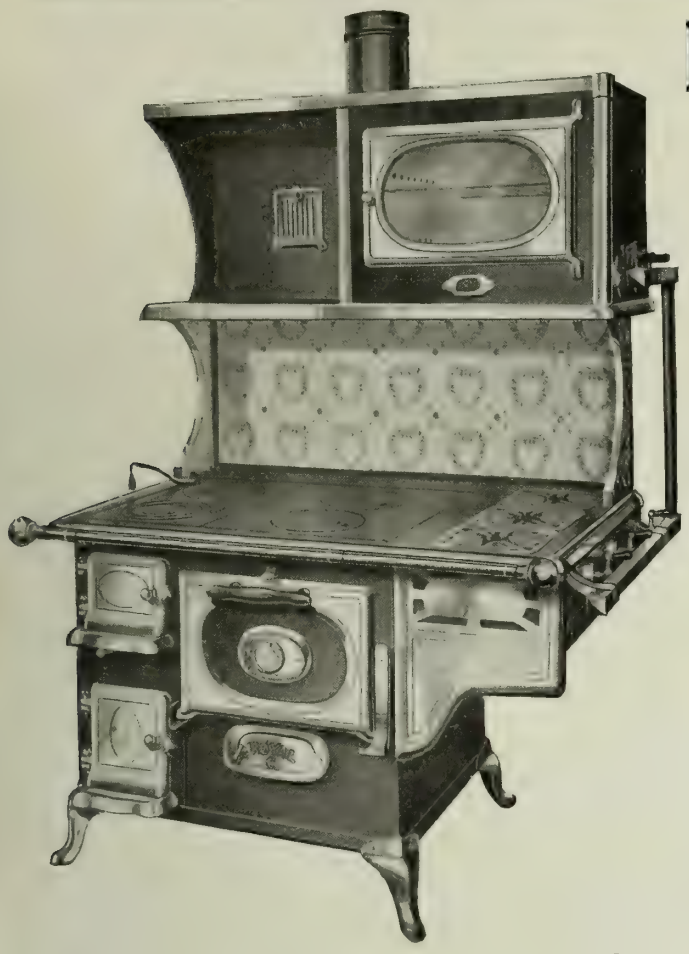
Manufactured by

The London Foundry Company, Limited

Head Office and Factory: London, Ontario, Canada

WE ALSO MANUFACTURE HAND POWER AND WATER POWER WASHERS.

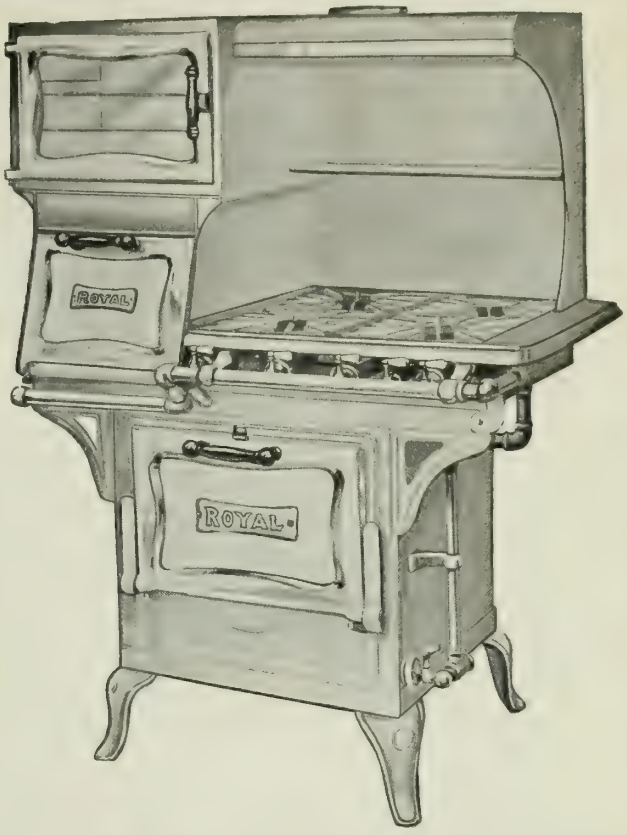
If interested, tear out this page and keep with letters to be answered.



The best Combination Range on the market. Can be used for coal or gas, or both at same time, without making any changes. Always ready, winter or summer.

Mr. DEALER

20 Other Styles



Write for Catalog and prices on our unexcelled line of Royal Gas Stoves, Royal Oil Cook Stoves and full line of Coal and Wood Ranges, Heaters, etc.

THE CANADA STOVE & FOUNDRY CO., LIMITED

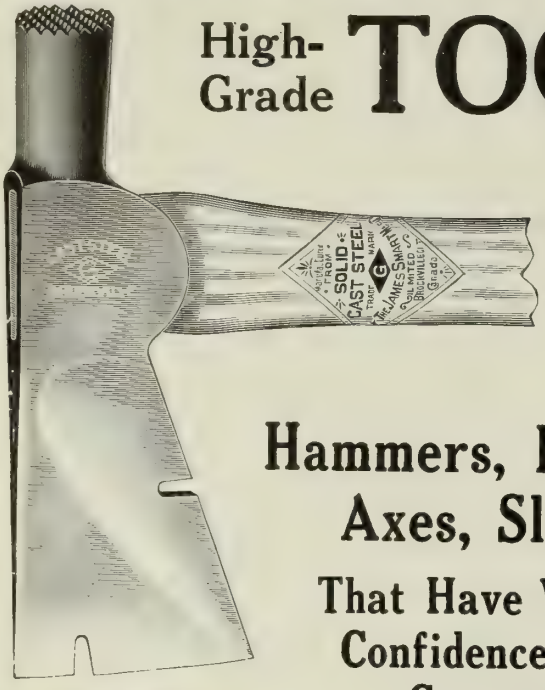
Ville St. Laurent, Montreal, Canada

If interested, tear out this page and keep with letters to be answered.

The James

SMART Manufacturing Company

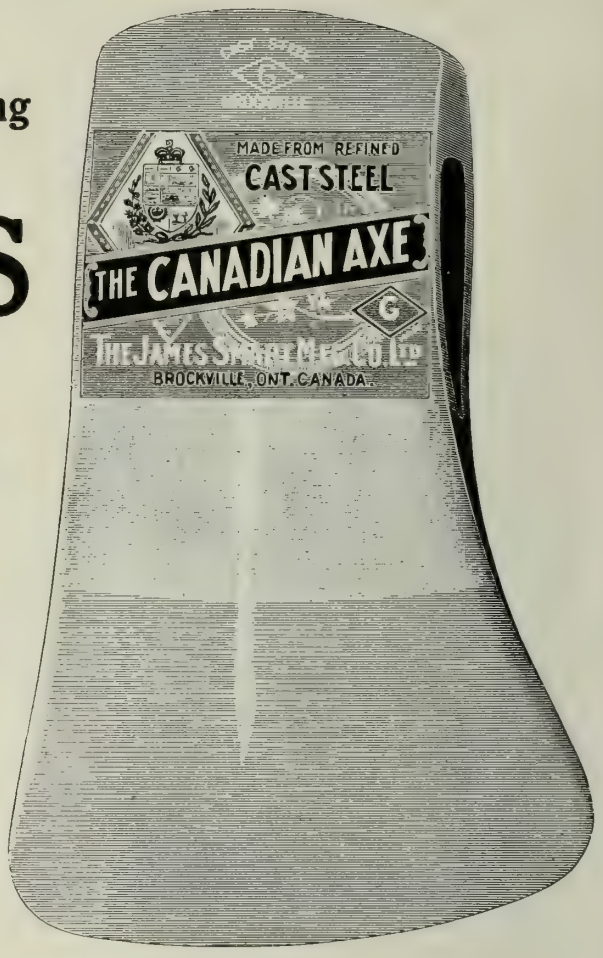
High-Grade **TOOLS**



Our Trade-Mark

TRADE G MARK

is a guarantee of QUALITY.



Hammers, Hatchets Axes, Sledges

That Have Won the Confidence of the Consumer.

Even in these trying times of skilled labour shortage, we are keeping our product up to the standard. Our goods have passed the rigid inspection of the British War Office, by whom they have been purchased in large quantities.

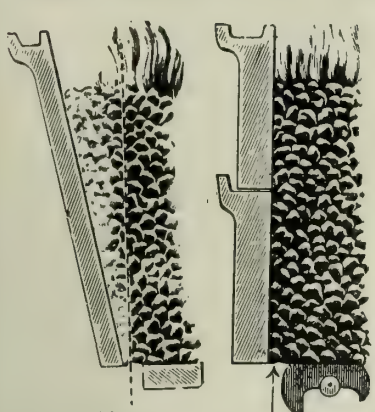
Our Lawn Mowers are a superior line and we can make delivery. Send for catalogue and prices. You will find them interesting.

The James Smart Mfg. Co. Limited

Brockville, Ont. **Winnipeg, Man.**

If interested, tear out this page and keep with letters to be answered.

IMPROVED Canadian Air Warmer



The ordinary tapering, solid caldron fire-pot, showing how ashes lodge and accumulate, interfering with both radiation and combustion.

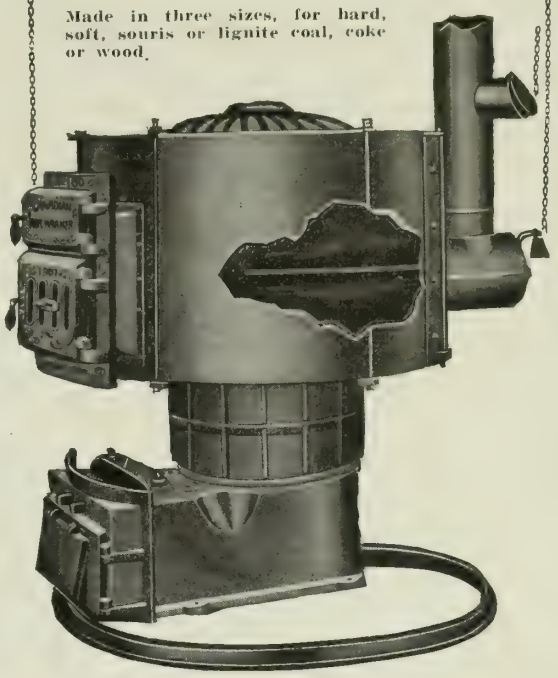
The two-section perpendicular fire-pot of the Canadian Air Warmer with fuel therein clean, bright and active.

The improved design of the Canadian Air Warmer embraces a feature that puts it in a class by itself above the ordinary furnace.

Accompanying illustration makes clear the difference in construction and operation of the Sectional Perpendicular Fire-pot of the Improved Canadian Air Warmers and the ordinary solid caldron, tapering fire-pots commonly in use.

It has double fuel doors, reversible flue with long fire travel, single cast iron back pipe, direct and indirect draft damper operated from front, large ash-pit, heavy sheet iron combustion chamber, radiator and air flues, cast iron upper and lower deck castings. Fuel doors don't become hot and radiate heat in cellar. Smoke exit is at back of combustion chamber.

Made in three sizes, for hard, soft, souris or lignite coal, coke or wood.



Approved by Practical Men

ST. LAWRENCE
STEEL RANGE

Sell one of these kitchen beauties and you pave the way for increased range sales. The housewife delights in showing it to her neighbors—then it is talked about, advertised and wanted by many.

It is not only superbly ornamental, but it's of superior practical utility, possessing all modern devices associated with high-class ranges, besides its own exclusive features.

Loose nickel-plated trimmings. Front hinged or lift top. Large and serviceable ash pan.

Bodies made of best quality polished steel sheets. Parts coming in contact with fire protected with heavy asbestos millboard. Oven of good size. Heat circulates around and against oven linings; oven door can be readily removed.

Grates genuine revolving pattern, and removable by simply turning a button. Fire box ends, fronts and backs interchangeable. Wood grate supplied if required; linings cast iron.
Tops made in sections for interchanging; nickeled parts loose and easily removable.

High closet, good size, and fitted with drop door. Dampers easily operated and control heat perfectly. Powerful waterfront of great capacity. Extra large cooking top.

Full particulars on request.

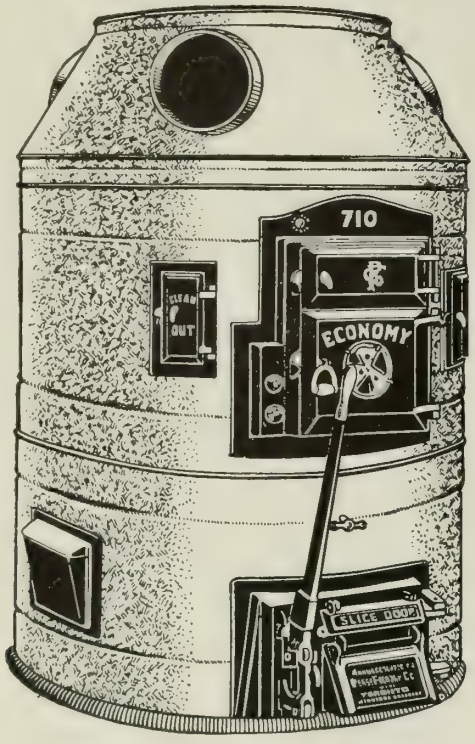
TRADE MARK

The James Smart Manufacturing Company, Limited

Brockville, Ont. Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

Talk "Economy"



The heart of almost every man can be reached via his pocket-book. Prove to him that you are actually saving money for him and he is your staunch friend.

The many superior features embodied in

Pease "Economy" Furnaces

mean a great reduction in fuel bills, and the fact that an "Economy" *pays for itself by the coal it saves,* gives you the strongest possible selling argument.

It pays to

Talk "Economy"

PEASE FOUNDRY COMPANY, LIMITED.

General Offices: 118 King Street East, Toronto

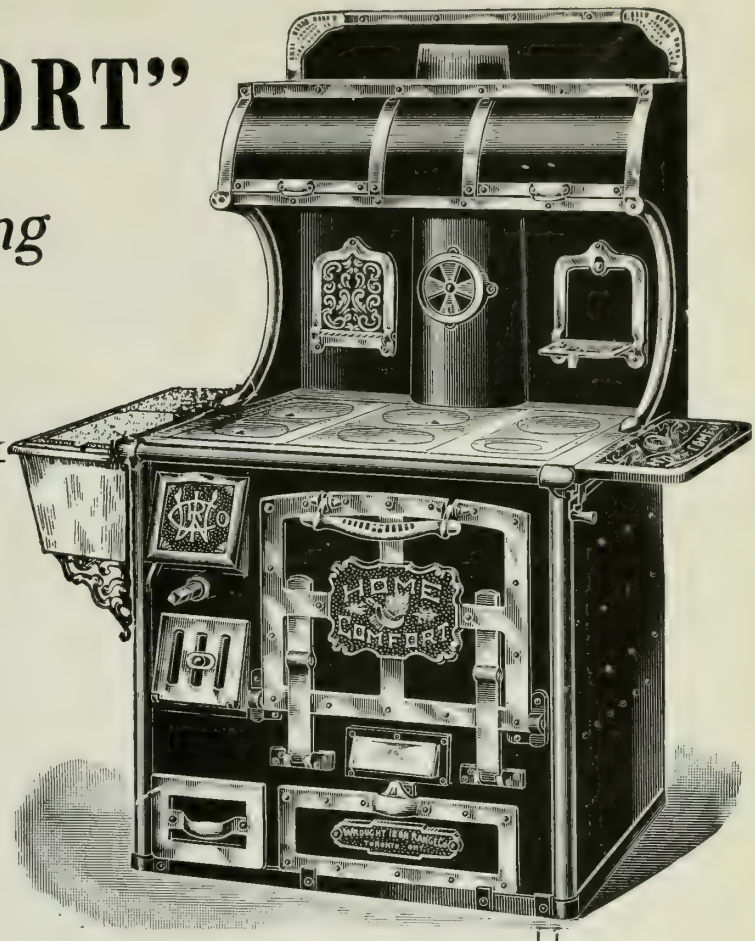
Works: Brampton, Ontario

Branches: Halifax Montreal Hamilton Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

"HOME COMFORT"

The Magic Selling Range



Here is an interesting Selling Record:

For the past twenty years The "Home Comfort" Steel Range has sold in Canada at the rate of 2,500 a year—50,000 in all.

When you take the selling agency for **"Home Comfort"** you have behind you the good-will of these 50,000 users and the full momentum of their satisfaction. Your time cannot be spared in breaking down prejudices or overcoming resistance —"Home Comfort" Ranges on account of their popularity and Perfection in Construction, makes selling easy and pleasant.

Many years' practical experience of the requirements of a range, with valuable suggestions from women themselves, enabled us to make the **"Home Comfort"** scientifically and constructionally correct.

The **"Home Comfort"** range has many features and details that make a ready appeal to the housewife because they conform to her ideal of a home range.

The Selling Agency for the "HOME COMFORT" Range will prove a Profitable One to you—Let us send you full particulars of our proposition. Write us to-day and get Agency for your town.

We solicit Export business, and invite correspondence from all firms interested in the purchase and re-sale of a range with an exceptional Selling Record.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **TORONTO, CANADA** **Factory: 22 Orillia St.**

If interested, tear out this page and keep with letters to be answered.

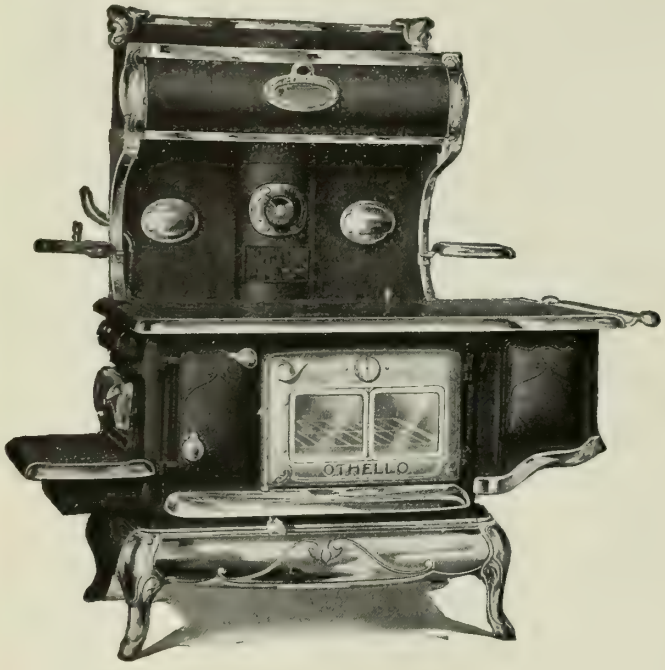
Bake All Day With One Firepot of Coal

We guarantee that the

"OTHELLO" TREASURE

Cast Iron Range will bake all day with one firepot of coal.

A most important point to be considered in a range is its baking capabilities. We have satisfied ourselves beyond all doubt, and hundreds of users all over Canada testify with us that the "OTHELLO" is a marvel for baking.



Reservoir—High Closet and Glass Oven Door.

The Most Economical Range in Burning Fuel on the Market.

A FEW SPECIFICATIONS:

Large Deep Firebox, with straight sides and ends, which are **Interlocking** and **Interchangeable.**

Oven is well ventilated

Oven is fitted with patent cold rolled **Steel Bottom,** which ensures quick and even baking—and a saving of fuel.

Tile Back comes in two designs—either Ivory or Green Tiles.

Special Wood Lining, takes wood 28 inches long.

Top is burnished or polished. No need for black-leading.

Thermometer on every range.
Reservoir is large and made of copper.
Two Sizes—9-19 and 9-21, with six 9-inch covers. Oven of 9-21 is 22 x 20 x 13.

☞ Owing to War conditions, in consequence of which restriction of production of Stoves and Ranges is unavoidable, we are obliged to offer the line of "TREASURE" Stoves and Ranges in fewer finishes and styles than as heretofore Catalogued.

New Price List is in the Printer's hands, and will shortly be ready for distribution, when same will be mailed to Agents for "TREASURE" Stoves and Ranges, who may rely upon getting shipments and service on all lines Catalogued.

All orders entrusted to us will receive our most careful attention.

The D. Moore Company, Limited

HAMILTON, ONTARIO

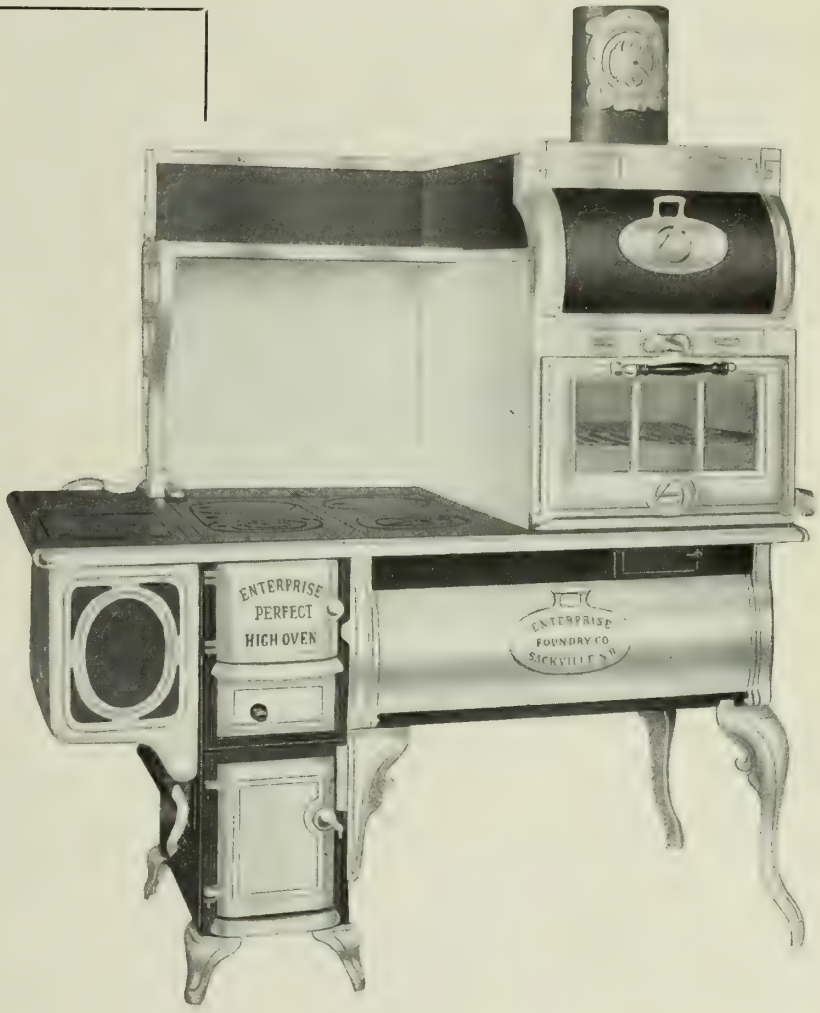
LARGEST EXCLUSIVE MANUFACTURERS OF STOVES AND RANGES IN CANADA.

THE MARK

OF QUALITY

If interested, tear out this page and keep with letters to be answered.

There's Big Money in the Agency for *THIS---*



MANY novel features, as well as its simplicity and ease of operation, mark a new era in range construction and put new life in range demand.

Burns any kind of fuel, and will do more work with less fuel than any other range made, because it has double the oven capacity of the ordinary range. Each oven is 20 inches square and works perfectly. Both ovens have perfectly smooth walls and floors, and the joints being airtight, there is not the least trouble in keeping them beautifully clean.

Each oven door is fitted with thermometer, and made to drop level with the oven bottom; in addition to which the lower of "DAYLIGHT OVEN" is fitted with specially tempered glass, and is just the right height for easy operation. The BACK surrounding the cooking surface is of white Porcelain Enamel, 19 inches high. This not only presents a beautiful appearance, but can be kept perfectly clean, and is the most sanitary finish that can be procured. The SHELF above this back leaves plenty of space below for pots, etc.

The Enterprise Perfect Double High Oven Range

The RESERVOIR IS DETACHABLE. It simply hooks on, and can be attached or detached in an instant. It is made of Heavy Sheet Copper and holds 9 Imperial gallons.

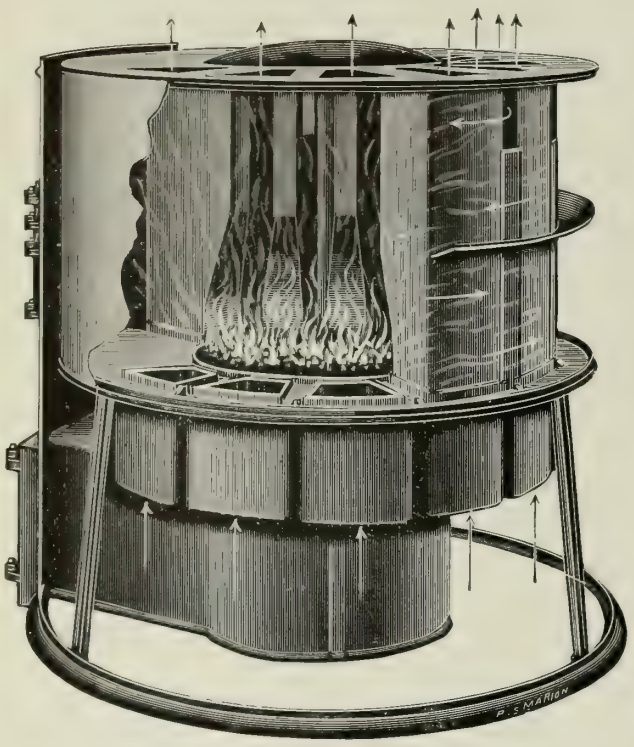
The FLUES are large and of the simplest construction, ensuring easy operation, and will not clog with the dirtiest fuel. The CLEAN-OUT DOORS are so placed that the flues can be easily cleaned from the front.

Secure the Agency for this Wonderful Range for your locality and write to-day for a copy of our New 104-page illustrated Catalog, just out, showing one of the finest and most complete lines of ranges and furnaces made in Canada.

The Enterprise Foundry Company

SACKVILLE, N.B.

If interested, tear out this page and keep with letters to be answered.



THE RECORD
Calorific Warm Air Heat Producer

The furnace that is different from all others, as it is the heaviest and most substantial furnace ever produced, as instead of the ordinary steel radiator it has a row of heavy cast iron tubes standing over the fire pot, around which the fire circulates and the air passes up the center. The tubes are easily heated, as a small amount of gas escaping from the coal or fuel heats the cast iron tubes through which the air passes, causing a constant flow of warm air, which heats the building steadily at a low cost.

The tubes are set up in cup joints, which makes the furnace gas-tight. A heavy cast iron door frame extends from the bottom to the top of the furnace. It has an extremely heavy fire pot. The ash pit is large and roomy, and there is no rods to burn off. In fact, it is the only furnace on the market that will satisfactorily heat a large hall, church, school, or modern home, and it is made in four sizes: 8-18, 8-21, 8-24 and 8-30, and has a heating capacity from 40,000 to 140,000 cubic feet.

We are also manufacturers of the ADMIRAL, EQUATOR, CHINOOK AND TORRID hot air furnaces, and a complete line of wood and combination furnaces, and we will be pleased to send you catalogue and quote you prices at any time.

Record Steel and Cast Ranges

We are also manufacturers of medium and high-priced steel and cast ranges, a sample of which we are showing here, and they are the best because they have stood the test for the past 66 years. We also manufacture a line of bush ranges, cast and wood cooks a large line of elevated oven ranges, hot blasts, oak heaters, globe heaters, Franklins, parlor and hall stoves. A large line of steel and cast iron box stoves. Also a large line of Farmer and Ruhman boilers and hollow ware.

Send us a card for our catalogue and price list and secure the agency for the largest line of stoves, ranges and furnaces manufactured in Canada.

Why buy from two or three firms when we can supply you with any thing you may require?

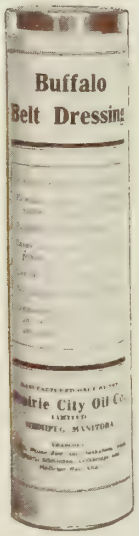
The Record Foundry & Machine Co.

Moncton - . - New Brunswick

If interested, tear out this page and keep with letters to be answered.

MADE IN CANADA

BUFFALO

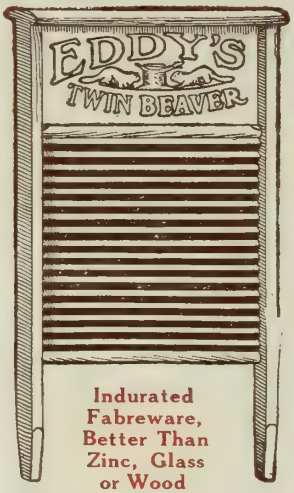


Buffalo

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.

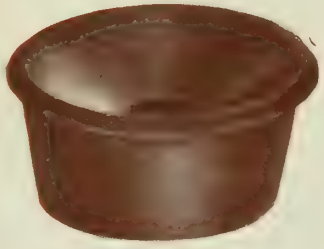
Prairie City Oil Co,. Limted, WINNIPEG MANITOBA

Barrel Cover
2 sizes



Indurated Fabreware, Better Than Zinc, Glass or Wood

Wash or Baby's Bath Tub
4 sizes



Cuspidor
2 sizes

Why Indurated Ware
Is Justly Claimed To Be Superior!

INDURATED WARE is Wood Pulp moulded under enormous hydraulic pressure and baked at extreme heat.

A patent double-dipping process gives the Finish, which makes the Ware of a Glossy, Rich Appearance, and makes it Impervious to liquids.

Indurated Ware is seamless—cannot fall apart, shrink or become watersoaked. As you see, we make tubs, pails, washboards, cuspidors, etc., of this ware, as well as other articles not illustrated here.

Write to us, or ask Our Traveller for catalogue.

Butter Pail for Delivery and Storage Purposes

General Utility Pail

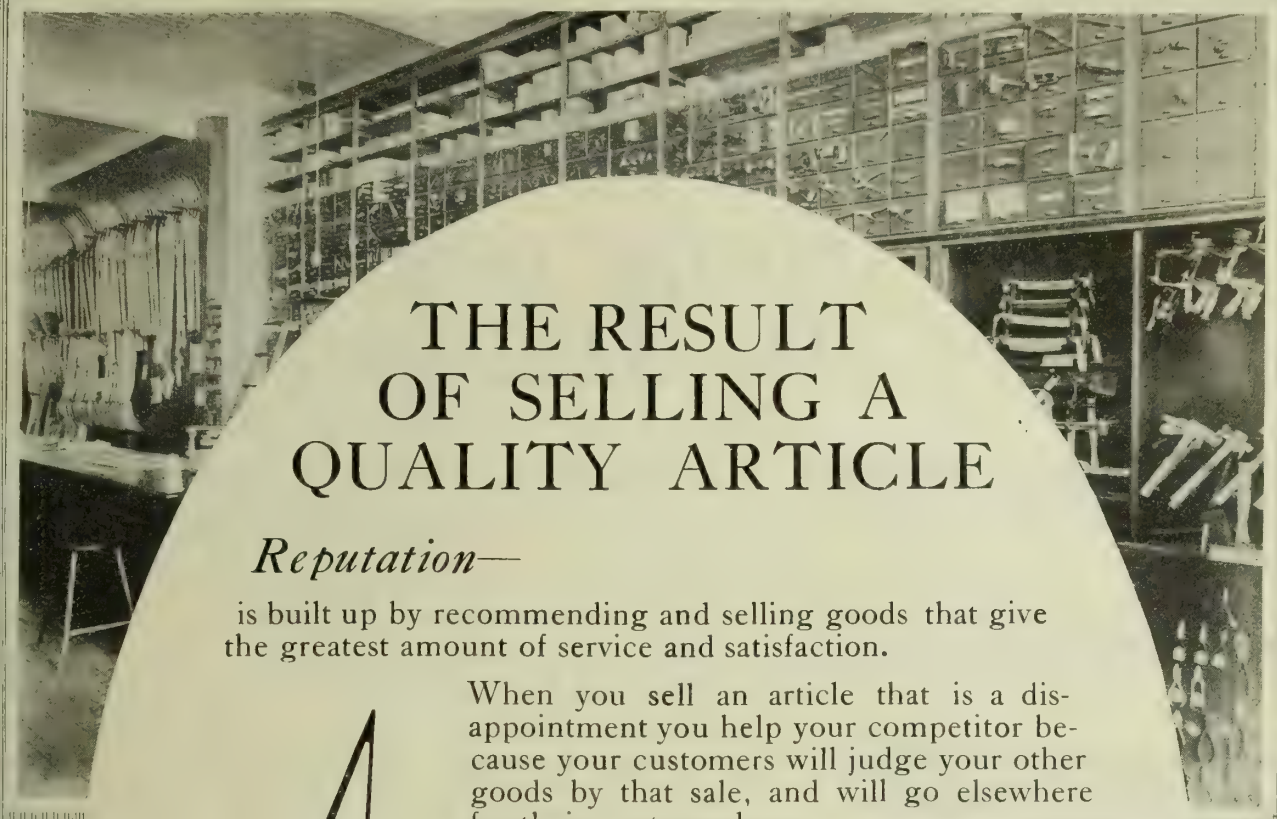
Pigeon Nest

Just now Fibreware is enjoying unprecedented popularity, owing to the high price of zinc, tin and galvanized iron. Why not take advantage of the demand created for this ware and share in the profits? *Fibreware is not a mere War-Time substitute—it is the ware of to-day and all to-morrows. Fibreware is here to stay.*

EDDY

ESTABLISHED A.D. 1851.

ARE YOU HANDLING OUR NEW "SILENT 5's"? NO AFTER GLOW!



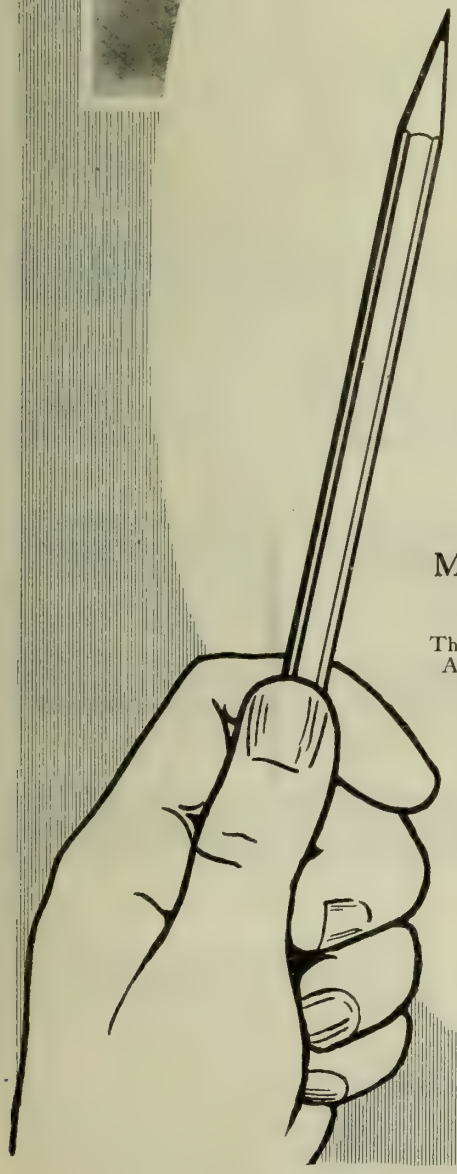
THE RESULT OF SELLING A QUALITY ARTICLE

Reputation—

is built up by recommending and selling goods that give the greatest amount of service and satisfaction.

When you sell an article that is a disappointment you help your competitor because your customers will judge your other goods by that sale, and will go elsewhere for their next purchases.

Make your slogan "quality and service" and you will surely get the "cream" of the hardware trade, besides high-grade goods do not cost any more to handle, bring you in a large volume of business, decrease your overhead, and increase your profits.



"SPECIAL" SAWSET

MORRILL PRODUCTS ARE THE QUALITY KIND

This is the Sawset that is being used to-day by all progressive carpenters. Any inexperienced person can set a saw with this Sawset as perfectly as the most experienced mechanic.

Send for our catalogue illustrating our complete line of Sawsets, Bench Stops, Nail Pullers, Box Openers, Punches, Seal Presses and Liquid Soap Dispensers.

CHAS. MORRILL

94 Lafayette Street

New York

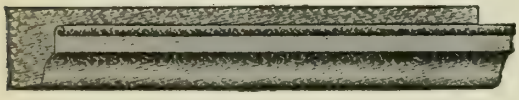
W. Bruce Morrow, Toronto
Canadian Sales Agent

PEDLAR'S

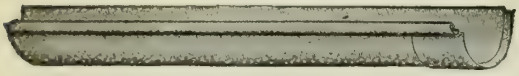
EAVES TROUGH, CONDUCTOR PIPE AND ACCESSORIES

No. 830—Lap Joint Half-Round Eave Trough

No. 831—Ogee Square Bead Eave Trough



No. 847—Ogee Round Bead Eave Trough



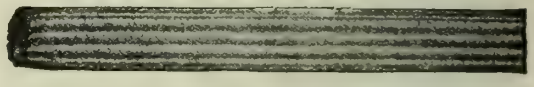
No. 890—Slip Joint Half-Round Eave Trough. Single Bead

The wide range of sizes of girth, and variety of gauges in the Pedlar line of Eaves Trough make it easy for you to satisfactorily meet all requirements of style and price. Supplied in heavily galvanized steel or anti-corrosive TONCAN METAL as desired. Half Round Trough made in Lap Joint and Slip Joint Styles. Ogee Trough made with square or round Bead as desired. Special Troughs of any size and gauge made to specifications.

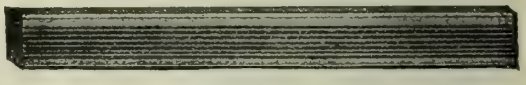
The illustrations to the right give you an idea of the extent and variety of style obtainable in Pedlar's Conductor Pipe. Like the Eaves Trough, they too, are supplied in either heavily galvanized steel or anti-corrosive TONCAN METAL. Strong to resist frost, weather and long usage, satisfied trade is assured. Stock of each always on hand for immediate shipment. A complete line of accessories for Troughs and Pipe of all sizes carried in stock at all branches.

Write for special illustrated price list.

No. 840—Plain Round Conducter Pipe
Crimped at one end for easy joining. 10 feet long.



No. 841—Round Corrugated Conductor Pipe
Crimped at one end for easy joining. 10 feet long.



No. 850—Square Corrugated Conductor Pipe
Will not burst from freezing. End Crimped. 10 feet long.

No. 854—Octagon Standing Seam Conductor Pipe
Stock sizes—3, 4 and 5 inches—10 feet long.

No. 855—Plain Square Conductor Pipe
Lap Seam—Not Soldered.

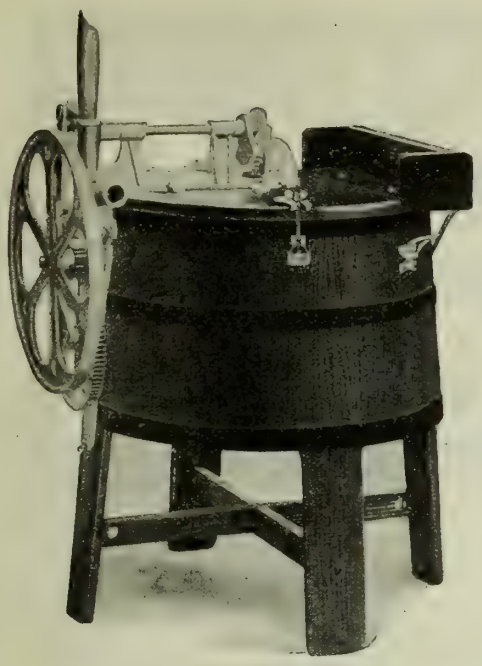
THE PEDLAR PEOPLE, LIMITED

(ESTABLISHED 1861)

Executive Offices and Factories: OSHAWA, ONTARIO

Branches: Montreal Ottawa Toronto London Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.



"BEAVER WASHER."

It is time the Trade should Know about the new smooth Running —Machine Cut Gear Washing Machine called "The BEAVER".

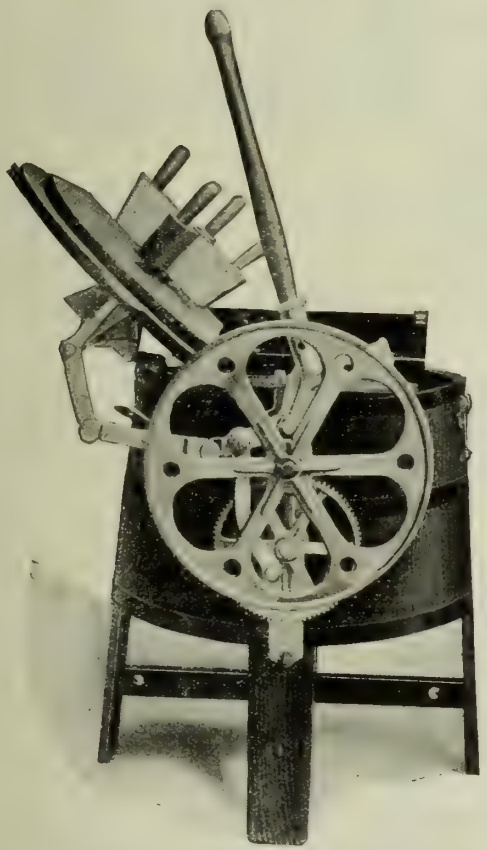
Recently placed on the market.

Runs as quietly as a sewing machine.

Minimum amount of Castings on the cover.

No amount of Recommendation on our part could convince you of the attractive qualities of this machine; as well as the simple and silent testimony of the machine itself.

Let us send you a sample.



"Cover open, showing latest Four-winged Dolly."

"By the attachment of a flange for belt drive, machine can be made into an efficient Gasoline Power Washer."

J. H. CONNOR & SON, LIMITED

OTTAWA - - ONTARIO

Manufacturers Washing Machines and Clothes Wringers.

If interested, tear out this page and keep with letters to be answered.

Iron & Steel Hardware Tools

Automobile Accessories
Bolts and Nuts
Bolster Springs
Chain, Drills
Files, Handles
Horseshoes and Nails
Cotter Pins
Rivets and Washers
Cap and Set Screws,
Semi-finished Nuts
Wood Screws, Tacks
Varnishes and Paints
Waste
Blacksmith Supplies

We Ship Promptly

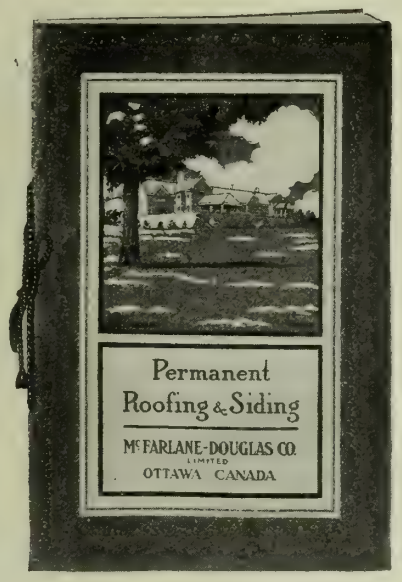
Let Us Quote You

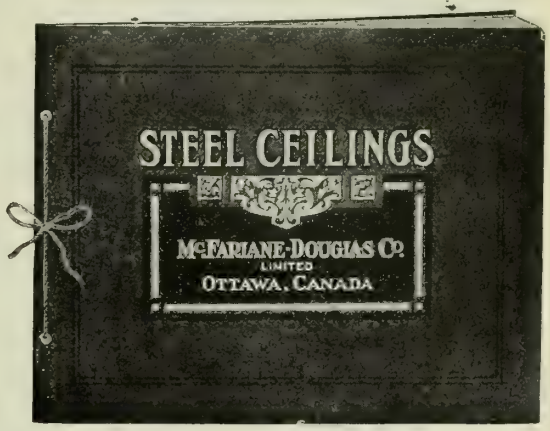
WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

McFARLANE-DOUGLAS CO. LIMITED
OTTAWA, CANADA.

Every Progressive Hardwareman and Tinsmith

should have our 1917 Editions of "STEEL CEILINGS" and "PERMANENT ROOFING & SIDING." *Send for your copies to-day — they're FREE.*





If You Need These You Need Us

Read This List of Staple and Special Products

Metal Shingles	Cornices
Metal Sidings	Skylights
Metal Ceilings	Ventilators
Corrugated Iron	Crosses and Finials
Corner Bead	Fireproof Doors
Zinc Ornaments	Fire-proof Windows
Eave Trough	Fire-proof Shutters
Conductor Pipe	All Steel Doors
Elbows and Shoes	And Interior Trim
Garbage Cans	Kalamein Doors
Oily Waste Cans	Windows and Trim
Tanks	Solar Steel Sash

Increase Your Profits

By Selling "Crown" Sheet Metal Products

Little or no capital is required and our helpful assistance, which includes free plans, estimating service, details and erecting instructions is absolutely free to you. When in doubt on any point about Sheet Metal Work, whether it relates to prices, methods of figuring, cost of erection or construction advice ask us about it.

THIS SERVICE COSTS YOU NOTHING.

You cannot afford to guess at costs or take other chances, as they often prove costly, and guesswork is entirely unnecessary with our expert service at your command and free for the asking. Make it a rule of your business never to buy Sheet Metal Goods without first getting our prices.

If you do not, we both lose.

Send Your Enquiries and Orders to

McFARLANE-DOUGLAS CO., LIMITED

OTTAWA, CANADA

McFARLANE-DOUGLAS CO. LIMITED "CROWN" SHEET METAL BUILDING MATERIALS OTTAWA, CANADA

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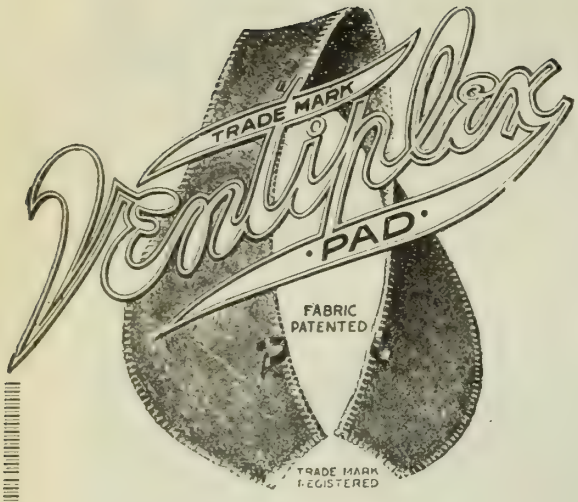

Get the Horse Owners' Trade

Special care will be taken of horses because of their increasing value and scarcity.

This is Your Opportunity

to increase your business with horse owners. "Ventiplex" Goods will bring you the business. This line possesses a distinctive quality that secures the sale.

Your profits from the sales of "Ventiplex" line will be substantial, and your customers will be pleased with the service that this line will give.

Give Prominence to Ventiplex Goods and Attract Business. Now is the Time to Make a Display. Send Your Order in and be Prepared to Supply These Goods.

The Ventiplex Line Includes

Sweat-Pads
Housings
Saddle-Blankets

Ventiplex Sweat-Pads, Housings and Saddle Blankets absolutely cure and prevent gall sores. They lengthen the life of a horse by removing irritation and giving comfort.

"Ventiplex" Goods are made of a patented fabric that is very durable and easily washed. They retain their shape and comfort-quality, no matter how often washed.

Burlington Windsor Blanket Co., Limited

793 King Street West
TORONTO

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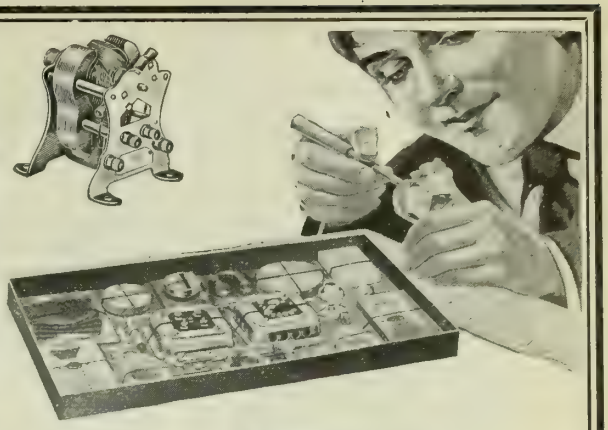
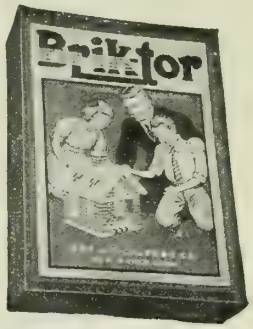


Gilbert Electrical Sets

The whole science of electricity is now within the reach of boys. Gilbert Electrical Sets are complete, practical electrical outfits. The boy can build his own motor, can generate electricity, operate electric models, install electric lights, push buttons, electric buzzers, door bells, etc.

No toys offer a boy such fun and interest and instruct him to such a great extent as these Gilbert Electrical Sets. With each set is included a Manual of Instructions, written in plain boy language, and minutely illustrated. By following its directions any boy can learn the fundamentals of electricity. Four outfits, ranging from $1.50 to $15.00, and a chance for the dealer to sell the boy our electrical accessories after he has purchased an outfit.



Brik-tor

The Toy for Young Architects.

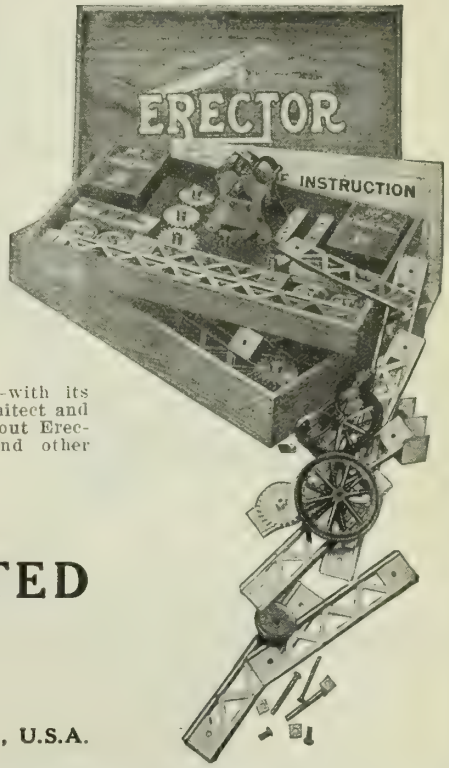
Here is a popular Gilbert Toy used for bricking-in and completing structures made with Erector and other construction toys. It is a further development along the lines of miniature construction — very popular with young architects.

GILBERT TOYS

ATTRACTIVE---DURABLE---PROFITABLE

Gilbert Toys offer the dealer a good, worth-while profit, and they are so linked up by Nature, by our big advertising, and by the Gilbert Institute of Erector Engineering—with its diplomas that all boys covet, that the sale of one generally means the sale of some other Gilbert Toy.

These toys are backed up by the biggest of toy advertising campaigns—a campaign that creates sales—and by the best store service ever furnished dealers.



ERECTOR REG. U.S. PAT. OFF.

THE TOY LIKE STRUCTURAL STEEL

No construction toy has ever "caught on" and sold in such quantities as Erector—with its square girders like real structural steel. With this toy the boy becomes a young architect and engineer. There will always be a big demand for Erector Sets, both with and without Erector Motors, especially as Erector offers the boy the opportunity of a Diploma and other rewards in the Gilbert Engineering Institute.

Send for our Catalog.

MENZIES & COMPANY, LIMITED

TORONTO, ONTARIO

Canadian Representatives for

THE A. C. GILBERT COMPANY

Fox Street - - - - - NEW HAVEN, CONN., U.S.A.

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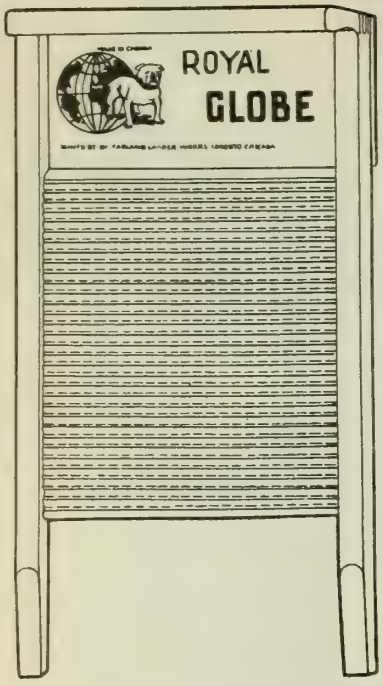


Royal Globe Wash Board

This is our best selling Zinc Face Wash Board, made of good clear lumber with light back, lock corners, and a wide splash board.

We make also the Solid Back Globe, Glass Globe, Pony, and the new Queen City Globe, a cheap yet good board with a tin washing plate, substituting the zinc.

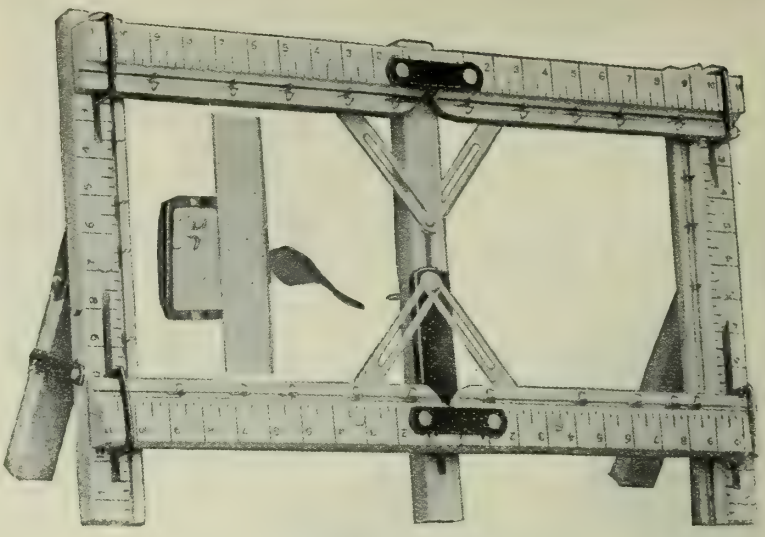
No. 35 Curtain Stretcher

Frame 1¾ in., Movable Pins, Attached Easel, Inch Marks Embossed with Black Enamel,

Size 6x12 ft.

Weight 130 lb. per dozen.

Packed 4 to a Crate.



McFARLANE'S CURTAIN STRETCHERS

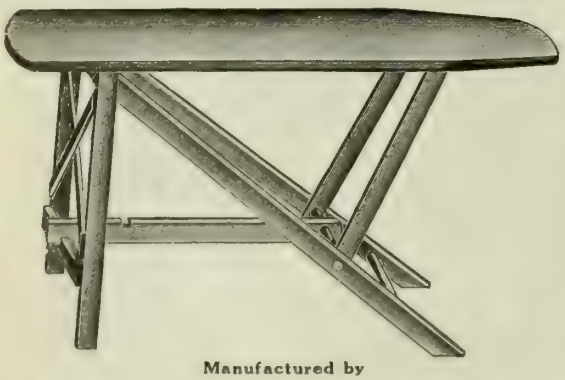
We make 4 styles of Curtain Stretchers. Two have movable pins and two stationary pins. With or without attached easel. They are well braced and nicely finished.

McFarlane's Utility Products are Sellers

Send for Catalogue, showing our complete line and get these products making profit for you.

Daisy Ironing Stand

Made from selected lumber and guaranteed to be one of the most rigid on the market.



McFarlane's Roped Extension Ladder

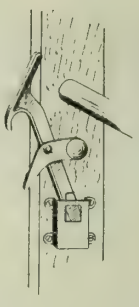
This ladder has been our big seller for years. It can be taken apart and used as single ladders. It is self-hooking and self-releasing; is very light and strong, being reinforced with wire cable, let into a groove on the back of the ladder.

The ladder is spread at the bottom to correspond with the length.

Made of Clear Pine and B.C. Fir. Malleable Iron Castings, Rock Elm rungs and nailed together.

Stock Sizes

20, 24, 26, 28, 30. 32, 36, 40, 44 feet. 2 section style, 46 ft.; 60 ft. 3 section style.



THE utility and extra value of McFarlane Line make them popular sellers and trade builders. There is no dissatisfaction with customers. Our values leave a nice profit for dealers.

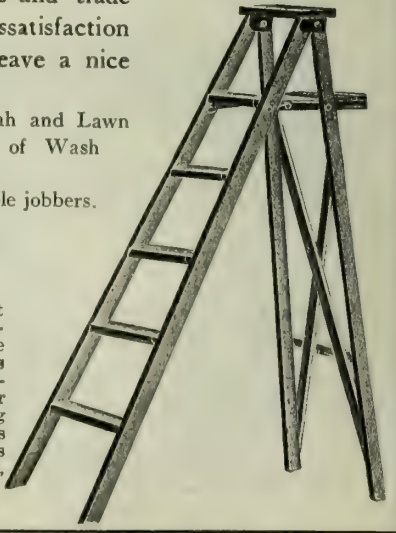
We specialize on Ladders, Verandah and Lawn Furniture and make a dandy line of Wash Boards, Ironing Stands, Sleighs, Etc.

Our goods can be secured from reliable jobbers.

McFarlane's Household Step Ladder

This step ladder is the cheapest ladder that we are making. We consider it the best ladder on the market to-day for the price. It is made of B.C. Fir and nailed together. The casting on this ladder is a one-piece, pressed steel casting and is securely fastened to the sides and top. The rack on the ladder is always up when the ladder is closed, and horizontal when in use.

Stock sizes, 4 to 8 feet.



Manufactured by

McFarlane Ladder Works

154-160 River Street

Toronto, Canada

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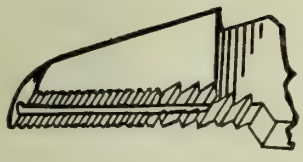
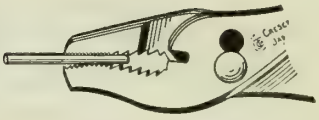
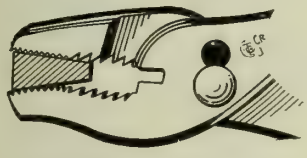


The Grooved Jaw

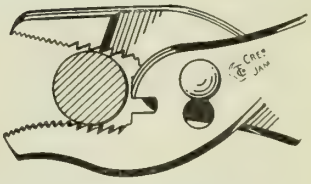


Wire or Rods

Note Curved Lower Jaw



Triangular Objects



Round Objects

ANOTHER GOOD CRESCENT TOOL

THE UNIVERSAL PLIER

This plier is just what its name indicates, a Universal tool. It will do the work ordinarily done with the combination plier and will take all kinds of work that is impossible to hold with a common plier, such as half round, triangular, taper pins, etc.

When the jaws grip an object the curved lower jaw forces its straight side to lay parallel with the straight upper jaw which gives a greatly increased bearing surface and a corresponding increase in efficiency. Note the illustrations.

Catalog Upon Request.

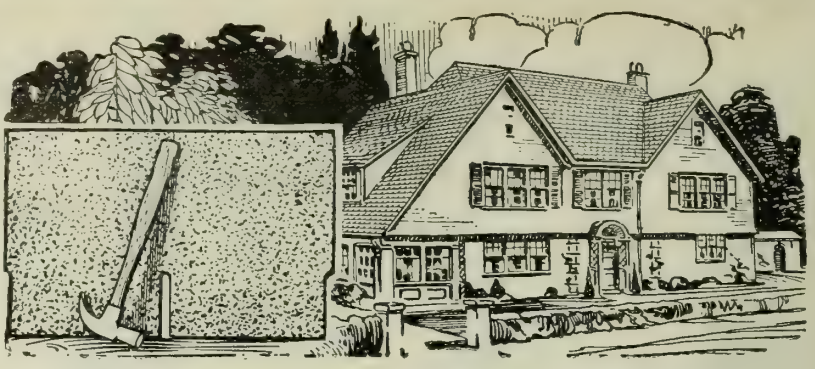
CRESCENT TOOL COMPANY

JAMESTOWN, N.Y.

If interested, tear out this page and keep with letters to be answered.

Have You Stocked the New Line?

With the big campaign of advertising now starting, there is no doubt that the most talked of roofing for homes will be



NEPONSET TWIN SHINGLES

Slate Surfaced Red and Green

They are so easy to lay, offer such protection from the weather and fire, and they are so durable and attractive, they will supersede slate and wooden shingles for roofing homes. Are you prepared to meet this demand? Write us to-day.

BIRD & SON, DEPT. 24, HAMILTON, ONTARIO

The Largest Manufacturers of Roofings, Wall Boards and Roofing Felts in Canada.

30 NEW DEALERS FOR ONTARIO

Although almost the whole of Ontario is now taken up by live dealers, limited number of locations are still available for the right kind of merchants. Immediate application is advised.

WAREHOUSES:

Winnipeg, Calgary, Vancouver, Montreal, St. John, Edmonton

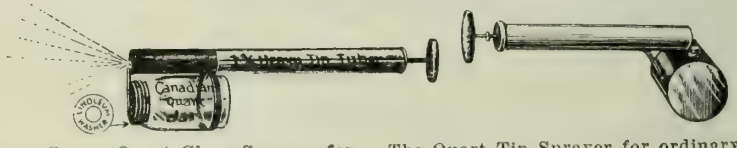
BIRD NEPONSET PRODUCTS

We make a complete line of roofings, all bearing this mark and all fully guaranteed.
Neponset Twin Shingles (Red and Green).
Neponset Wall Board.
Neponset Black Waterproof Building Paper.
Neponset Asphalt Felt.
Neponset Roofing Paint (Red and Green).
Neponset Cement.

C M C SATISFACTION STURDY GUARANTEED

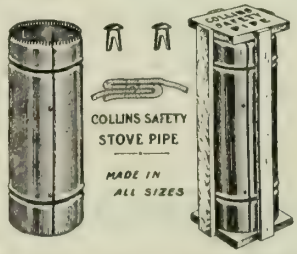
WE LEAD IN THESE LINES

The Sturdy Compressed Air Sprayer, fully guaranteed. Each sprayer is fitted with a good non-clog lever nozzle supplied with several spray caps.

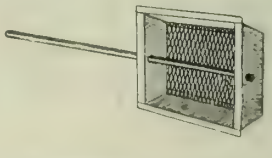


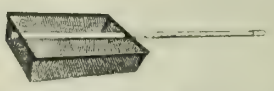
The Crown Quart Glass Sprayer for spraying Fly-oils, Paris Green, etc.

The Quart Tin Sprayer for ordinary usages.



Our patent pipe is the simplest to put together and the strongest. It is fastened with two rivets; holes are punched true. Once tried, always used.





Headquarters for Ash Sifters. Take your choice, wood ends with metal sides, or all metal.

We carry a full line of Asbestos Partition and Floor Thimbles.

Write for Catalog and Prices.

The COLLINS Mf'g. CO. 411–415 Symington Ave. **TORONTO CAN.**

If interested, tear out this page and keep with letters to be answered.

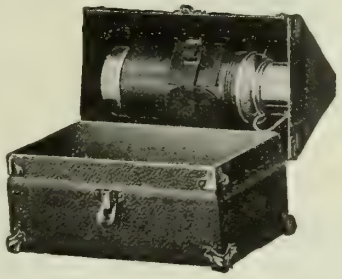
KEEPS HOT THERMOS KEEPS COLD

THE —— BOTTLE

THE HANDY KIT
No. 402

Hundreds of Hardware Dealers throughout Canada are selling Thermos Kits, Bottles, Outfits, etc.
They have what they call a Thermos Department because it pays them. One Bottle or Kit sold sells two more.

They buy in 40-piece quantities and secure a good profit. Make your store a Thermos Depot. Send to-day for price list and quantity order discount sheet, in effect Mar. 1st, 1917.



KIT—No. 400—$3.50 Retail

Bottles, $1.75 up.
Kits, $3.50 up.

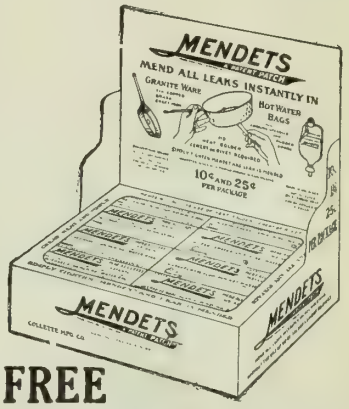
New price list and quantity order discount sheet now ready. Write to-day.

Thermos Bottle Company, Limited
12-14 SHEPPARD STREET, TORONTO

MENDETS
A PATENT PATCH

Join the Army

of pleased merchants who are reaping profit from the constantly increasing sales of *Mendets.*



FREE Display Container

MENDETS A PATENT PATCH

MEND ALL LEAKS INSTANTLY
Without the Use of Heat, Solder, Cement or Rivet

In Graniteware, Aluminum, Hot Water Bags,
Tin, Copper, Brass and Sheet Iron; all Cooking Utensils and Rubber Goods.
Simply Tighten Mendet and Leak is Mended.

Cheaper than solder. Can be applied by a child. Made in all sizes. Will fit any surface.

The following wholesale hardware merchants sell Mendets:
Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C. Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal.

FREE Display Containers

We furnish counter display containers free—Put on your counter and attract new business and good profits. Ask your wholesaler for full particulars of profit selling Mendets.

Collette Mfg. Company
Collingwood, Ont., Canada

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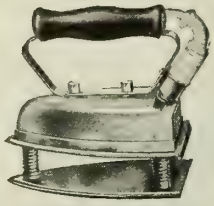
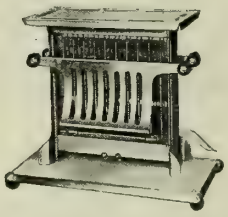
UNIVERSAL

No. 76 Percolator.



No. E905 Electric Iron



No. E946 Electric Toaster

No. 150 Mayonnaise Mixer

A Line That Inspires Confidence

Put yourself in your customer's place! Wishing to buy some household appliance that is new to you, as a matter of course you would ask for the one bearing the name and trade-mark with which you are familiar.

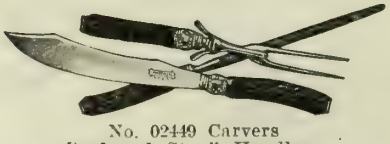
Confidence inspired by the quality of Universal articles in nearly every home may in this way be extended to a wide line of appliances guaranteed by the Universal reputation. National advertising of the Universal trade-mark has familiarized everyone with the high standard of these goods and the organization which it represents.

UNIVERSAL HOME NEEDS

No. 1 Cake Maker

No. 4 Bread Maker

Universal Lunch Box with Vacuum Bottle



No. 02449 Carvers "Perfected Stag" Handles

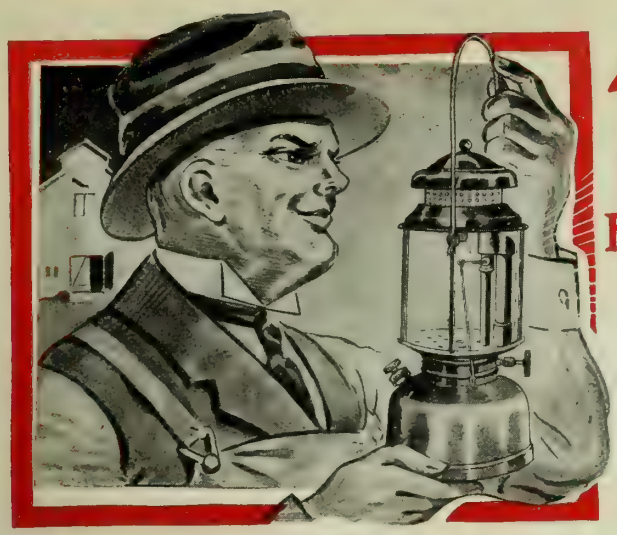
No. 875018 Casserole, American-Sheffield Plate

No. 0 Food Chopper—7 other sizes

LANDERS, FRARY & CLARK, NEW BRITAIN, CONNECTICUT

A. McFarlane & Son, Montreal, *Canadian Representatives*

If interested, tear out this page and keep with letters to be answered.



The Best Lantern Ever Devised For Use Around And In The Barn, House, Field, Garage, Woods, Camp, Boat, Shop!

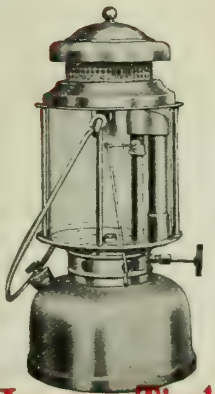
Thousands of farmers, campers, miners, fishermen, watchmen, storekeepers, factories, blacksmiths, all kinds of men in all kinds of work have bought these famous lanterns during the past three years.

Just imagine it! This lantern gives *as much light as 25 ordinary lanterns or lamps combined!* Simply floods the whole surroundings with brilliant white light. 300 *Candle Power!*

Simple! No wicks to trim. No chimneys to clean. Not a particle of odor or smoke! Anyone can operate it with success. And safe! Why, you can carry it along through the fiercest wind or snow storm and it will burn on steadily—brilliantly lighting you on your way.

Jobbers

We Guarantee Our Goods to Sell and Stay Sold



About 12 inches high! Light—weighs only 3½ pounds! Gives powerful white light! One quart gasoline or kerosene operates lantern for from 10 to 16 hours.

The Storm King 300 C.P. Incandescent Lantern

This incandescent lantern is made to last—to give good service for years and years. It is made of extra heavy metal—beautifully nickel-plated. Every part is built extra strong — most simple. Hasn't got a lot of "gew-gaws" to "get out of whack." You can light it as easy as you can any ordinary lantern. You can adjust it to as dim or as bright a light as you wish—just as simple as turning down a wick on an ordinary "coal oil lamp."

It's a really wonderful lantern. If it wasn't we could not have sold the tens of thousands of them that we have sold. Everyone who buys one is delighted with it. Everyone who sells it finds that more and more people want a Storm King all the while.

Housewives No Longer Tied Up In a Hot Kitchen On Ironing Days! This Invention Enables Them To Do The Ironing Out On The Cool Porch!

—or out under the shady trees in the back yard—wherever they will.

No more slaving over an ironing board in a stifling kitchen. No more running back and forth from a hot stove with hot, heavy irons! With a Comfort Two-Point Gasoline Flat Iron (Self-Heating) you aren't even tied down to the length of an electric feed cord, as you would be if you used an electric iron. Furthermore, a Comfort heats in about one-tenth of the time it takes to get an electric iron at ironing heat.

And low in operating cost! Merely costs one-half cent per hour! A half teaspoonful of alcohol generates the iron in 30 seconds. Three-quarters of a pint of gasoline "runs" the flat iron for *five* (5) full hours! Why, that is a whole lot cheaper than keeping the range going to do one day's ironing—to say nothing of the difference in labor and discomfort.

The thousands of housewives who now own Comfort Flat Irons know what it is to really enjoy comfort on ironing day—to keep cool and fresh despite a "big day's ironing." Thousands of other women—housewives—should become acquainted with the

Comfort Two-Point Gasoline Flat-Iron

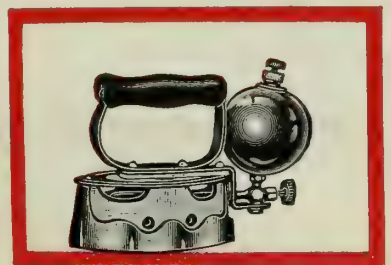
All that is needed is to show the Comfort and the result will be that scores and scores of people will want one—and will buy one.

The Comfort is a fine looking self-heating flat iron as well as one that *acts* fine. It weighs 6½ pounds—and is constructed of the finest materials, with parts heavily nickel-plated. Every part is interchangeable. Its entire design is beautifully simple. No danger of clogging or of failing to operate. A special extension needle keeps the orifice free of dirt at all times.

An iron that we guarantee to the limit—just as *we guarantee every article we make*—a flat iron that needs but to be introduced in your community to sell by dozen after dozen.

Dealers:—Order samples through your Jobber or direct subject to return if unsatisfactory.

Jobbers:—No better selling article exists than the Storm King Lantern and Comfort Iron. Send for details and samples.



National Stamping & Electric Works

470 South Clinton Street

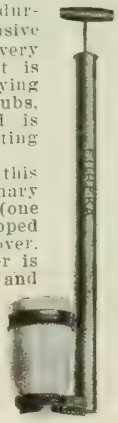
CHICAGO, ILLINOIS

Carried in Stock by Most of the Best Jobbers Everywhere

Garden Implements
That Are Profitable To Handle

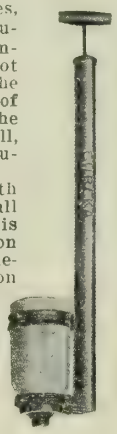
We aim for repeat orders in the manufacture of our goods. They are of the highest standard and they are made very profitable for the dealer to handle. You are certain to do good business with these lines.

Eureka Glass Tank Sprayer



This is a reliable, durable and inexpensive sprayer and has a very neat appearance. It is excellent for spraying potatoes, small shrubs, and live stock, and is used for disinfecting poultry houses.
The receptacle of this sprayer is an ordinary Crown Fruit Jar (one quart size), equipped with a heavy zinc cover. The pump cylinder is made from I.X. tin, and is considerably longer than the ordinary glass tank sprayer. The solution comes into contact with zinc and brass only, which will not easily corrode, thus giving longer service.

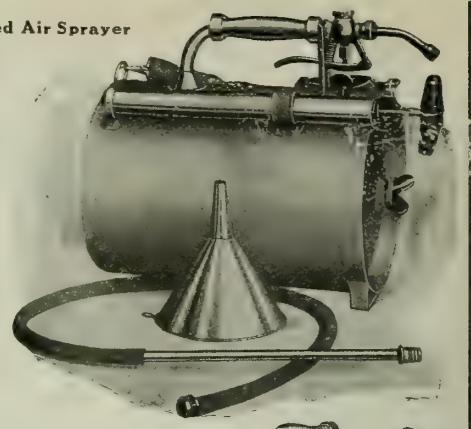
Eureka Continuous Sprayer



As the name implies, The Eureka Continuous Sprayer, is so constructed that it not only sprays on the downward stroke of the plunger, but on the upward stroke as well, thus causing a continuous mist-like spray.
Sprayer is fitted with a 3-16 inch brass ball check valve which is positive in its action and practically indestructible. A solution tank is made from heavy I. X. tin, and is so constructed that it will not turn over when filling. Capacity one quart. It is a general purpose sprayer.

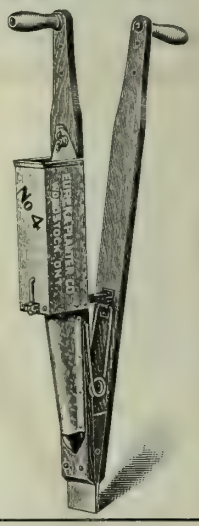
The Eureka Planter Co.
Limited
Woodstock, Ontario

Fountain Compressed Air Sprayer



There are no complex or intricate parts in the Eureka Fountain Compressed Air Sprayer. It is both positive and automatic in action and is easily operated by having the automatic controlling valve directly in front of the handle and the controlling lever under the handle.
This valve and lever will save the cost of the sprayer in making a given amount of solution do so much work. One filling and one minute spraying will spray 2,000 plants. None is wasted. Lever cuts off instantly at operator's will.

Eureka Corn Planter



Eureka Corn Planters are made in one and two-hand styles, well finished, light and durable, positive and accurate in action. A seed guard adjustable by a nut outside the hopper determines the number of kernels to be dropped in each hill. No matter what position the steel slide (which slides back and forth on the hopper base) is held, only one lot of seed can pass into the jaws at one time. A flat steel spring is used in place of the cheap brushes used on ordinary planters, which constantly wear out.

BEAVER BOARD
FOR BETTER WALLS & CEILINGS

Build Beaver Board Business
And It Will Build Business For You

Selling paint sells brushes. Selling safety razors brings orders for blades. Every hammer calls for nails.

Just so with Beaver Board. Every time you sell an order of this sturdy wall and ceiling board you'll have a call for paints, varnishes, nails, screws, and other building hardware.

Beaver Board sales are invariably followed by sales of other products you carry. They foretell building or repairing activities that mean much good business for you.

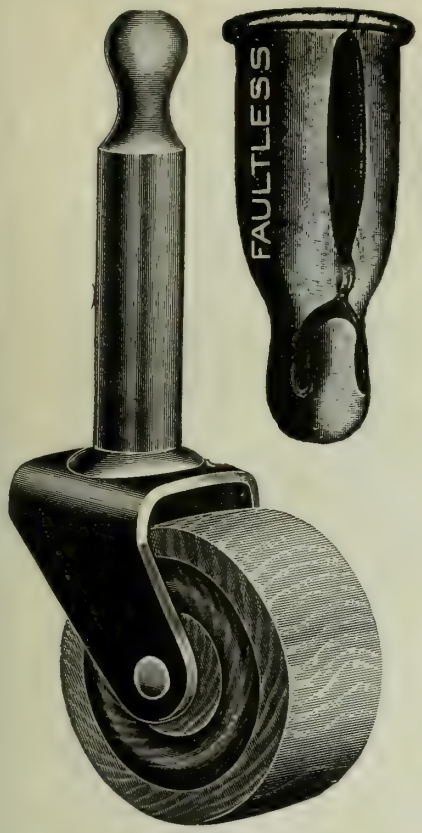
Why not get this Beaver Board business as well as the business that follows? Other merchants in neighboring towns are doing it. They'll tell you that Beaver Board story.

Let us send you their names.

THE BEAVER COMPANY, Limited
213 Wall Street Beaverdale, Ottawa, Can.
Plants at Ottawa and Thorold, Ont.

BEAVER BOARD
PURE WOOD FIBRE

Made in Canada



Full S.ze
Plate F-2-8

The Complete Quality Line of

FAULTLESS CASTERS

2500 different sizes and styles comprise a line that will meet the various demands of your customers —every kind of finish, every kind of wheel, every size socket, for ALL kinds of furniture.

SPECIAL NOTICE

We received the Gold Medal, Highest Award at St. Louis in 1904, and at San Francisco in 1915, on "Furniture Casters of All Types."

Faultless Caster Company

EVANSVILLE, INDIANA

"Move the FAULTLESS Way."

THEIR MONEY-SAVING PARTNER

An Army of Merchants Use the "Champion"

and while using it they SMILE—and grow PROSPEROUS. There's a REASON, several in fact. No more book-keeping drudgery or the necessity of spending evening hours in straightening out tangled accounts. No more losses due to forgotten charges. No more annoying disputes with customers over amount owed because with the "CHAMPION" system they know from day to day the exact amount of their indebtedness.

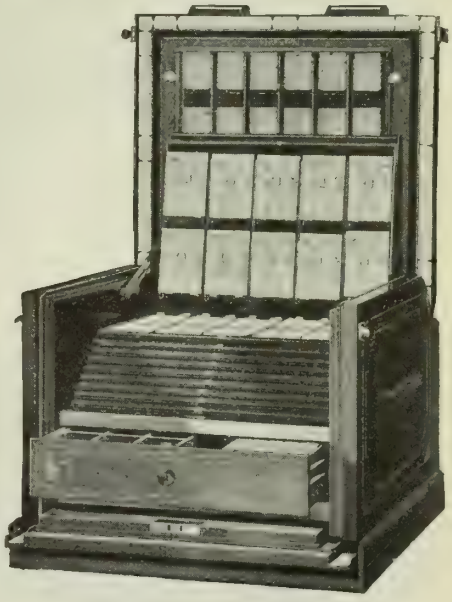
The "CHAMPION" is more than an account register. It is a COMPLETE SYSTEM that takes care of EVERY TRANSACTION in a merchant's business—CASH SALES—MONEY RECEIVED ON ACCOUNT—CREDIT SALES and MONEY PAID OUT. The "CHAMPION" accountant does it BETTER, QUICKER and in a more satisfactory manner than is possible with the old method of keeping books, or with ordinary account registers. Nothing complicated about the "CHAMPION." So simple a child can grasp its details.

METAL CONSTRUCTION—FIREPROOF—HANDSOME IN APPEARANCE.

Fill out coupon —return to us and we will give you complete information regarding the style "CHAMPION" ACCOUNTANT best suited to your business.

CHAMPION REGISTER CO., CLEVELAND, OHIO

CHAMPION COMPLETE ACCOUNTANT
New Double Wall Fireproof Construction



Model "C"--Single Section
With File and Cash Drawer

RETURN THIS COUPON

CHAMPION REGISTER CO., Cleveland, O.

Gentlemen:—Without any obligation on my part send me full information about THE CHAMPION COMPLETE ACCOUNTANT.

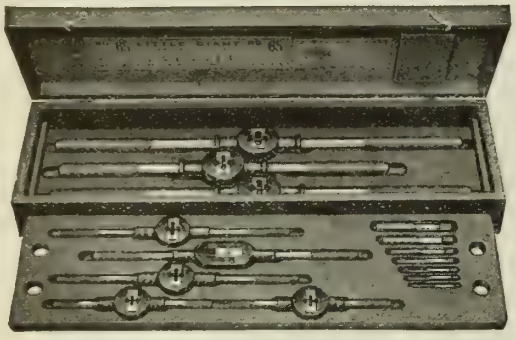
NAME .....
BUSINESS .....
ADDRESS .....
.....
System in use .....
No. of Accounts .....

If interested, tear out this page and keep with letters to be answered.

Little Giant

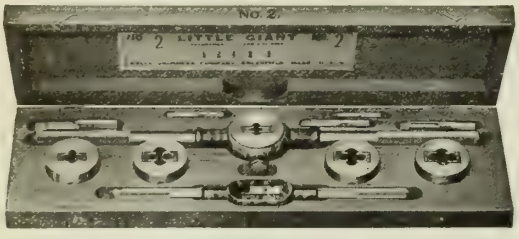
Screw Plates

are a profitable line to handle. Our line includes assortments of Taps and Dies for mechanics, plumbers, automobile owners, garages and repair shops, blacksmiths, millwrights, gas and steam fitters, electrical conduit workers, farms and ranches, construction camps and mining companies. These are your best customers and people with whom you deal every day. They all require screw cutting tools, reamers, etc. You can reach them and please them and hold their patronage with Little Giant Screw Plates.



FULL MOUNTED ASSORTMENTS

A stock for each die. Indispensable where more than one workman has to use the set.



SINGLE STOCKED ASSORTMENTS

The Little Giant Die is free and easy-cutting. It is adjustable, and can be reversed in the collet so as to cut close to the shoulder if desired.

COMBINATION ASSORTMENTS

Both U.S. Standard and S.A.E. Standard Dies and Taps for each cutting size. Avoids the expense of buying a separate outfit for each thread standard and the consequent duplication of Stocks and Tap Wrenches.

Our Service
to Dealers

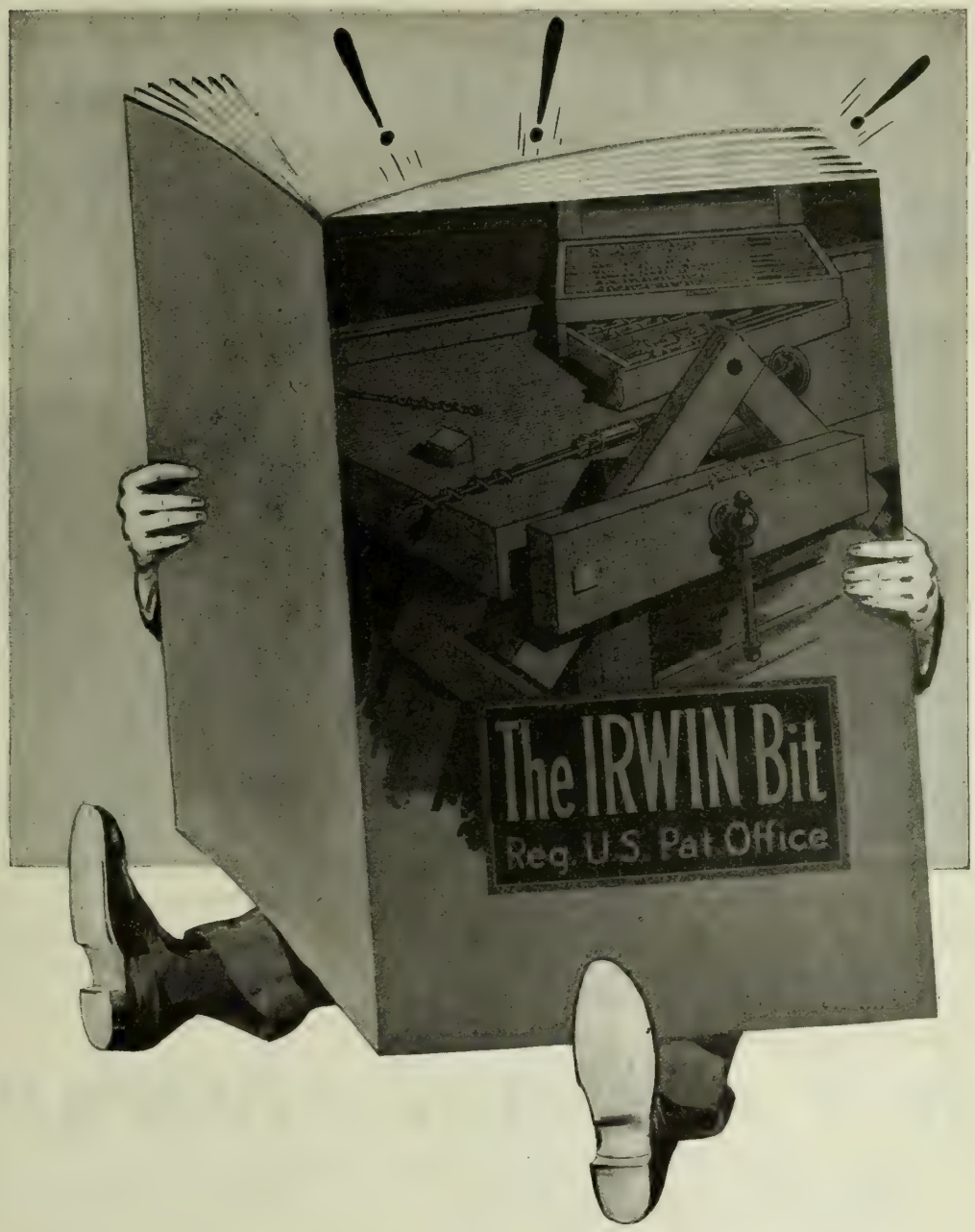
does not end with the shipping of the goods from our factory. We help the dealer sell them, realizing that his customers are our customers as well. To this end, we furnish dealers with attractive envelope stuffers imprinted with their name and address, in quantities as desired. These can be enclosed with monthly statements at no cost to the dealer or can be mailed separately to prospective customers.

If interested, write for prices, catalog, etc.

Wells Bros. Co. of Canada, Ltd.
GALT, ONTARIO

Sales Agents: **The Canadian Fairbanks-Morse Company, Limited, Montreal, Toronto, Vancouver, Winnipeg, St. John, Calgary.**

If interested, tear out this page and keep with letters to be answered.



The Irwin Auger Bit Company now offers a line of augers with a Japan finish in addition to their line of augers with a high polish. These Japanned augers, especially the ship augers, offer exceptional values for work in rough or heavy timber.

In comparing net prices on these augers, as well as on the complete line of Irwin wood boring tools, it should not be forgotten that the list prices of Irwin bits remains unchanged. The company will continue to maintain the list prices that were universally adopted in 1905. These lists are printed in Catalog No. 10 which also contains information about auger bits that is of especial value.

THE IRWIN AUGER BIT CO.

64 WELLINGTON STREET WEST - TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

Are You On Our Black List?

IF NOT! WHY?

This List contains the names of the Principal Manufacturers and Dealers in Paints and Varnishes who buy their Blacks exclusively from us.

Why Buy the "Near Brand" When the Best is Procurable?

This Seal on every

1849 L M & C 1917

package is your guarantee

Originators of the famous Old Standard, Eagle, Pyramid and Globe Brands of Package Lamp Blacks.

Sixty-eight years of Experience with Customers all over the World has taught us Some Things in the Black Business which might interest you.

The Guarantee of Public Approval for this period is also Worth Considering. Steady Reliability, Uniformity and Highest Quality for the Least Price Possible. The Best is always the Cheapest.

To be convinced, write us.

THE L. MARTIN COMPANY

81 FULTON STREET, NEW YORK CITY

Factories: Philadelphia, Penna., Johnsonburg, Penna. We have a factory in England too.

CANADIAN REPRESENTATIVES: JAS. A. TAYLOR, Montreal. JAMES HAYWOOD, Toronto.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

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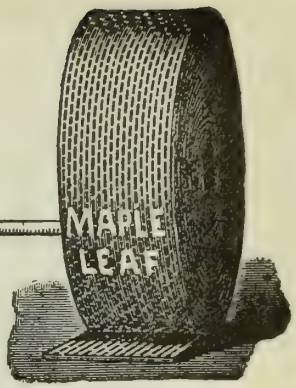
"MAPLE LEAF"

To the Hardware Trade



Are you stocking the celebrated "MAPLE LEAF" Brand Stitched Cotton Duck Belting? If not, why not? You can make a better margin of profit by selling it than on any other make of belting. We protect our jobbers.

"MAPLE LEAF" Brand Belt Dressing is the best on the market, equally good for all kinds of belting.

WRITE US FOR PRICES.

Manufactured only by

The Dominion Belting Co., Limited
Hamilton, Canada

Quebec Branch: 51 Duluth Building, Montreal

Warehouse Space to Rent

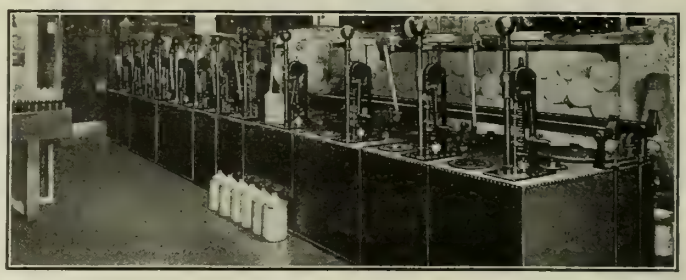
Owing to the difficulty in obtaining material from the mills under existing conditions, and feeling under obligation to supply our regular customers before completing our stock requirements, we have about 3,500 square feet of our warehouse space vacant, which we would be willing to rent at a reasonable rate, with or without services of storemen and electric crane.

APPLY TO

A. C. LESLIE & COMPANY, LIMITED
560 St. Paul Street, MONTREAL

The Spring Clean-up Will Soon Be Here!

Let BOWSER Help



When you get your paint room cleaned up the Bowser way, the job will be finished for a long, long while.

The Bowser Self-Measuring Paint Oil Storage System

prevents all loss due to spillage, evaporation, "foots" and "fats," and over-measure.
They are air-tight, fire-proof; deliver an accurate pint, quart, half-gallon or gallon at a stroke; and the biggest time-savers you ever saw.

Writ for Booklet Now.

S. F. BOWSER & CO., Inc.

66-68 FRASER AVENUE - TORONTO, ONT.

Start the Clean-up To-day.

SALES OFFICES IN ALL CENTRES. REPRESENTATIVES EVERYWHERE

PREPAREDNESS

TO THE HARDWARE TRADE

Are You Prepared to Supply

the farmers—your customers—with their Farm Fencing this Spring?

IF NOT—can you afford to take a chance on losing your connection with your customers? "Mail-Order-Houses" and "Manufacturers-selling-direct" (manufacturers who supply "Mail-Order-Houses" are in the same class from a dealer's standpoint), are anxious to get your customers, and the bait they use is "low prices on Farm Fence," realizing that fencing represents the farmers' largest yearly expenditure and that he—the farmer—your customer—does more talking about Fencing before he buys than any other article he purchases.

THE "IDEAL" SPECIAL SALES PLAN OF SELLING FARM FENCE will interest you—will allow you to compete with "Mail-Order-Houses." No investments—no handling—no collections, and you make a profit on every roll.

The "Ideal" line is complete—37 different styles of Farm Fence, 6 styles Ornamental Lawn Fence, all sizes Farm, Stock and Lawn Gates, all other products that go with Fencing as Steel Fence Posts, Fence Tools, Coiled Wire, Barb Wire, etc.

Co-operate with us—who sell Ideal Fence "through-the-dealer-only"—in convincing the farmer—your customer—that you—his local dealer—can supply him with a better quality of fence at just as favorable a price as any "Mail-Order-House."

Full particulars sent on request.

The McGregor Banwell Fence Co., Ltd., Walkerville, Ont.

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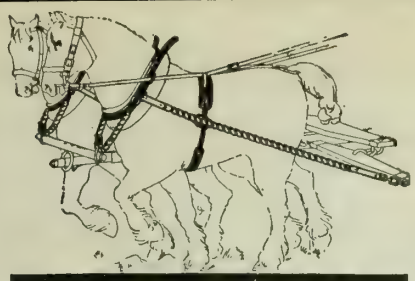
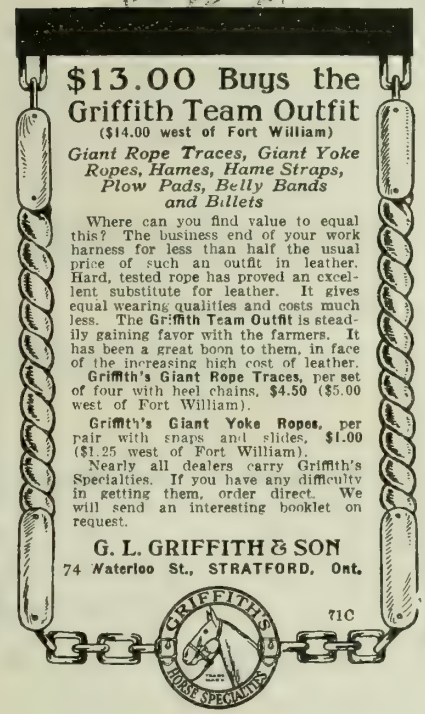




Ads Like These Go To Half a Million Harness Users

GRIFFITH'S HORSE SPECIALTIES are being advertised in the leading Farm Journals of Canada. They are wonderful money savers. Farmers all over the country are writing us for samples and literature. **But we don't sell direct to the farmer** unless we have no dealer agents in his vicinity. Where we have dealers the inquiry goes to them for attention, thus handing him a profit bonus which took no effort on his part to get.

SPECIAL PRICES TO DEALERS

Team Outfit, per set	**$10.25**
Traces only, per set	**3.30**
Yoke Ropes, only	**.75**

A copy of our No. 2 Catalog and price list will be sent to you upon request. It shows a complete line of Halters, Rope Ties, Harness Repairs and other harness specialties. If you are not handling our lines, get in touch with us at once. You will get our immediate attention.

Don't put it off—Write now

G. L. Griffith & Son

Stratford, Canada

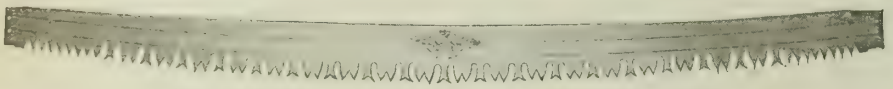
GRIFFITH'S HORSE SPECIALTIES TRADE MARK

If interested, tear out this page and keep with letters to be answered.

You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws

No. 13. Full Width Cross-Cut Saw.

No. 22. Full Width Cross-Cut Saw.



No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.

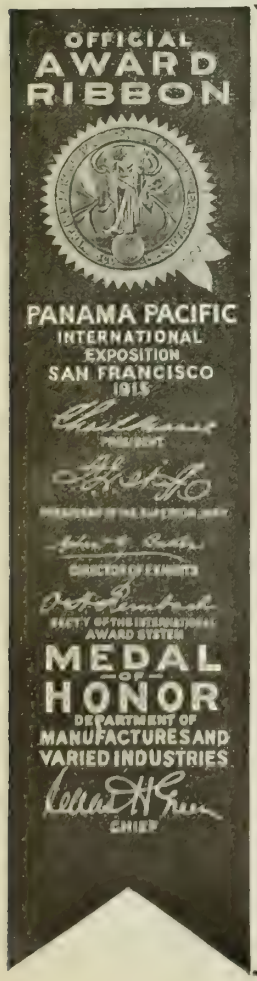
No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.

YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.



TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

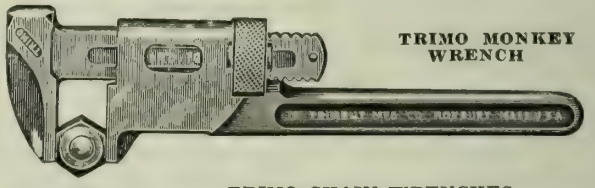
SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.

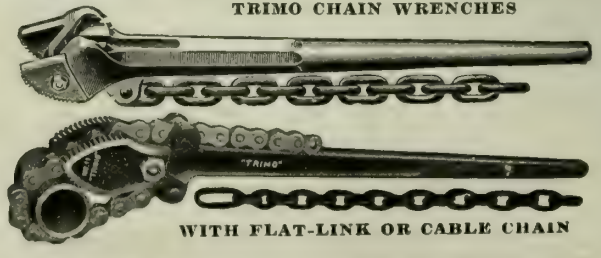
TRIMO PIPE WRENCH WOOD HANDLE

TRIMO PIPE WRENCH STEEL HANDLE

TRIMO PIPE CUTTER



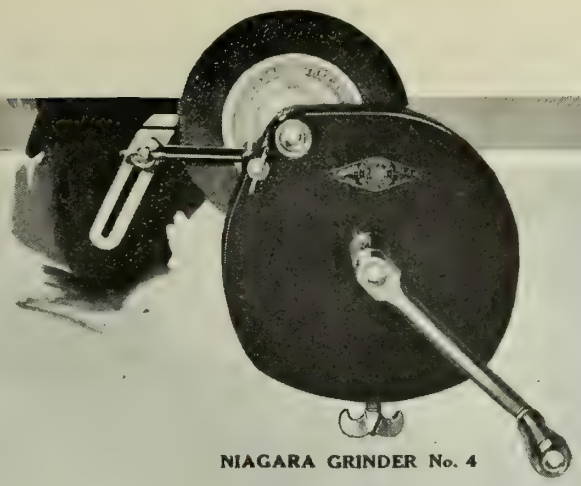
TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

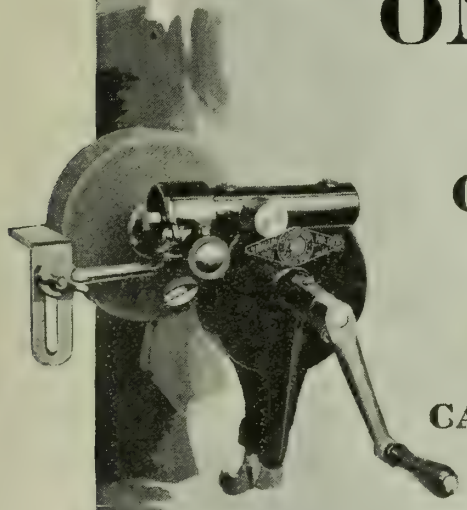
WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and keep with letters to be answered.

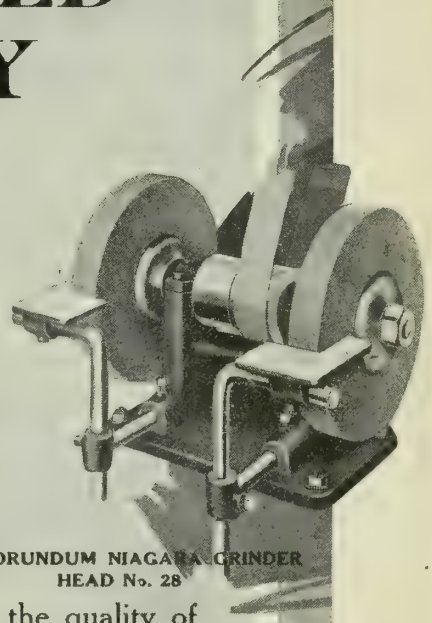


NIAGARA GRINDER No. 4

THE GRINDERS THAT ARE SOLD ON QUALITY



CARBORUNDUM NIAGARA GRINDERS EQUIPT WITH CARBORUNDUM WHEELS

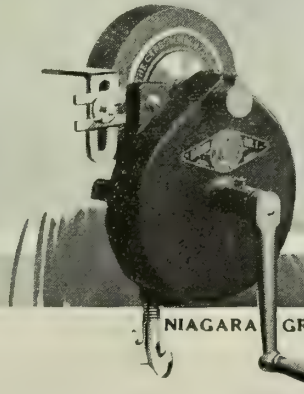


NIAGARA GRINDER No. 10

CARBORUNDUM NIAGARA GRINDER HEAD No. 28

THERE is more profit in handling a line of grinders of the quality of Carborundum Niagara Grinders. From handle to castings they are carefully designed, accurately made from the best possible materials—machine-cut gears, high-grade castings, malleable handles and clamps. They are easy running, practically noiseless and handsomely finished. ¶ Naturally they cost more, but they are worth more—they give more real service—they stand up on the job—stand up under the wear and tear. They are grinders that will please your customers and profit you.

Suppose you send for description of the complete Carborundum Niagara line, prices, free display stand offer, etc.

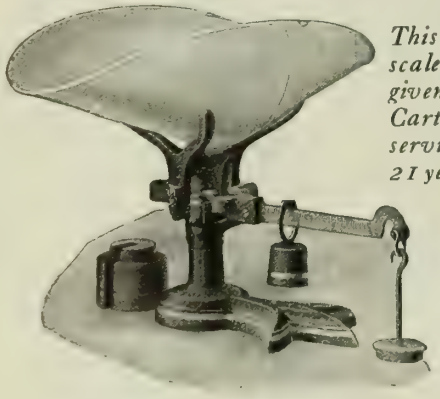


NIAGARA GRINDER No. 1

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

If interested, tear out this page and keep with letters to be answered.

W. J. CARTER, Picton.
Retiring President of the Ontario Retail Hardware and Stove Dealers' Association.



This is the scale that has given Mr. Carter perfect service for over 21 years.

No. 214—Capacity ½ oz. to 25 lbs.

—Mr. Carter Says:

"I have one of Burrow, Stewart & Milne's Union Scales that has been in active service in my business for over 21 years. It has weighed thousands and thousands of pounds during that time, and to-day it works as perfectly as the first day it was put into use."

Quality and Service is our motto

Nothing but the best in material and workmanship goes into our product. That's the reason why it stands up to the long, constant service of which Mr. Carter speaks.

Write for our Catalog

SCALES

Indispensable to Housekeepers
Made in Canada
Protects Buyers
Everlasting
Reliability Unquestioned
Increases Sales
Appearance is Attractive
Link up with them!

For Sale by all Jobbers, or

The Burrow, Stewart & Milne Company, Limited

Hamilton Toronto Winnipeg Montreal

If interested, tear out this page and keep with letters to be answered.

Your customers are well shielded

against inferior service when you supply them with

MORRISON'S STEAM GOODS

FOR over fifty years our trade mark has stood for unalterable quality and business integrity.

Our Steam Goods are approved by Provincial and Marine Inspection Departments.

Every article is tested before leaving our factory.

Plumbers' Supplies

We have the very best to offer in this line and our prices are reasonable. Write for particulars.

Ask us for information concerning the lines in which you are interested.

TRADE MARK J.M.B. REGISTERED A GUARANTEE OF QUALITY

The James Morrison Brass Manufacturing Co., Limited

89-97 West Adelaide Street

TORONTO ONTARIO

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Your constant effort to increase trade is by holding old customers and gaining new. To retain the old you must give them service and sell goods that will please and satisfy. There must be no "come back" because of dissatisfaction.

That is why you can pin your faith to Dominion Rubber System products. Their qualities are of the kind that give absolute satisfaction. We stand back of our products with a warranty that they are free from imperfection in workmanship. That protects you and your customers, and ensures their good-will which is the best argument for your bigger business and increased profits.

For every need in Rubber Hardware, write our nearest branch.

Canadian Consolidated Rubber Co. Limited

Head Office - MONTREAL, CANADA

Service Branches at—

North Bay, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, London, Kitchener, Vancouver, Victoria.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, MARCH 24, 1917 No. 11

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W. A. Fraser has come back

YOU remember W. A. Fraser, the brilliant Canadian author of "Mooswa," "Thoroughbreds," "Blood Lilies," and other good stories of India and Canada? Latterly Mr. Fraser's literary activity has been in repose, but now he has arranged to provide **MacLean's Magazine** with a brand new series of short stories, the first of which, "A WANDERING MUMMY," is a fine tale of the Canadian West, with an East Indian strand woven into it. It appears in the April **MacLean's.**

Canada is producing some very good short-story writers—new ones that is. We have Stringer, McFarlane, Sullivan, Leacock, Miss Laut, Roberts, Seton, Parker, O'Higgins, Patullo, L. M. Montgomery, et al, of international fame; and a new lot breaking into the greater light. One of these newer writers is

Hopkins Moorhouse, who is "coming strong." Mr. Moorhouse is a Manitoban, and to the April MacLean's he contributes The Centre of Gravity, "corking good stuff," to use the language of the Editor. This is the first of a series of stories featuring Andy Doolin, a "character," keeper of a saloon. These stories are of the boom days in British Columbia's gold mining history, days when Jim Crotty, Dutch McGee, and The Parson, desperadoes all, made life a catchy thing and stirring.

Mary Gaunt, a new contributor to MacLean's, has in the April Number a short story, At the Arrow Forks, a tale of the Yukon. Miss Gaunt is a British woman who knows her Canada well—from sojourn, visit and study.

James B. Hendryx is a well-known writer whose 90,000-word serial story begins in the April MacLean's, The Gun-Brand, is of the Peace River Country, and is of gun-runners, Indians, whiskey, a Hudson's Bay Company post, voyageurs, and a dream of a girl.

Agnes C. Laut, H. F. Gadsby and W. A. Craick are contributors to the April MacLean's. Each contributes a special article of great and immediate interest. For example, MISS AGNES C. LAUT, a wonderful woman, writes of the war situation as found in the United States, and in its relation to Canada. H. F. GADSBY writes of the Canadian Senate—a judicial article on a subject of ever-growing political interest. W. A. CRAICK'S contribution is Motor Roads of Canada, and is concerned with motor-touring in Canada. His article is well illustrated.

Now, these are just a part of the contents of

MACLEAN'S for April

THEY suffice, however, to give you a good idea of the distinctive Canadian character and appeal of MacLean's, and to let you and others see that in MacLean's one gets his money's worth and more, whether it be mere entertainment that is sought, or something informative, stimulating and timely concerning Canada life, interests, thought and politics.

At All News-Agents

Fifteen Cents

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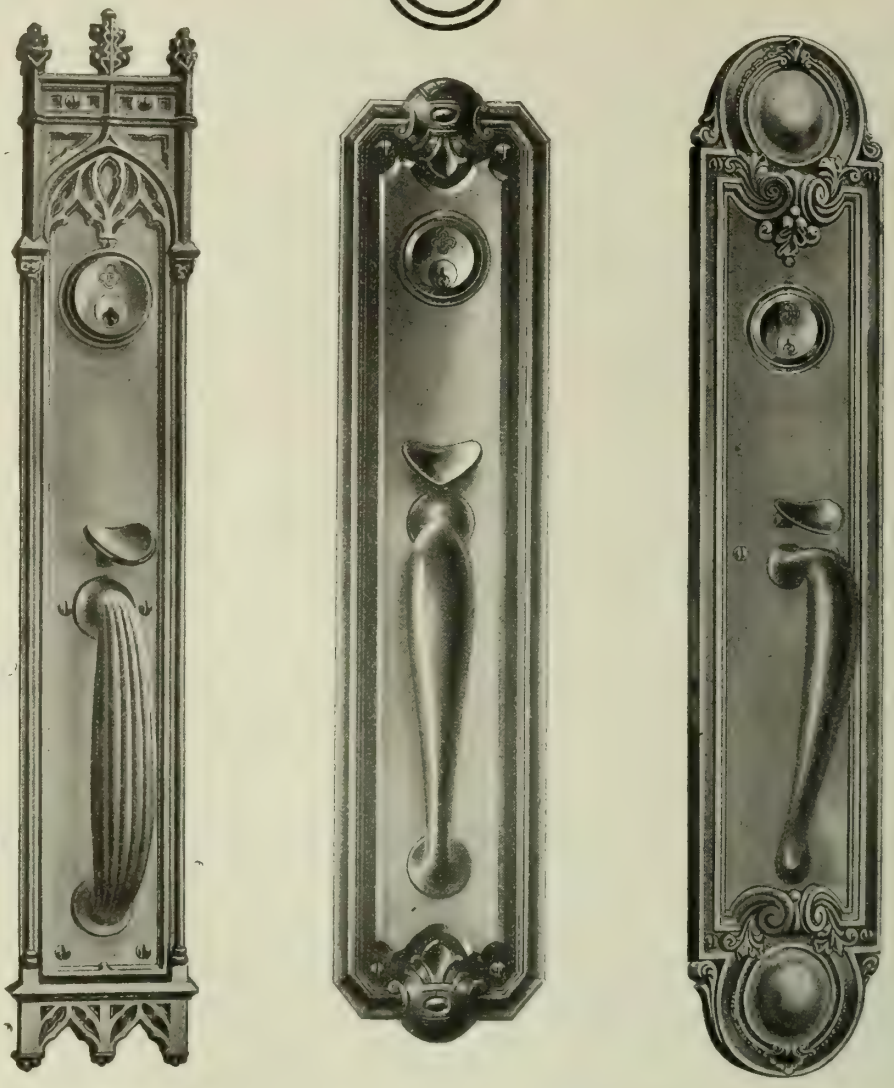


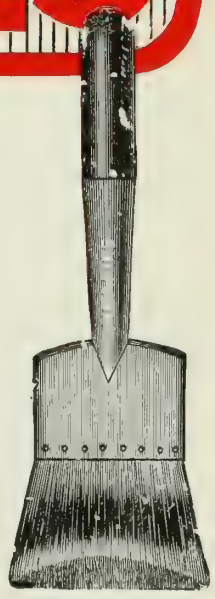
The illustrations above show three of the fifty different designs illustrated in our No. 7 Catalogue. Have you received a copy? If not, drop us a card. This catalogue contains a most complete line of builders' hardware, and it will certainly pay you to examine this book thoroughly. In addition to designs mentioned, we manufacture a complete line of staples. Do not forget us when ordering for your spring requirements.

The Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH, ONTARIO, CANADA

If interested, tear out this page and keep with letters to be answered.

MEAKINS BRUSHES



Give Maximum Value

Dealers sell Meakins Brushes with confidence, knowing that no complaints will be heard from customers —a brush branded with the name Meakins contains full value, honest material, faultless workmanship. Brush users will be completely satisfied with Meakin Quality and Durability.

Never disappoint a customer. Get our new catalogue and keep it handy and you will be able to satisfy every requirement.

MEAKINS & SONS
LIMITED
HAMILTON, ONTARIO
Warehouses: **Winnipeg, London, Toronto, Montreal**

If interested, tear out this page and keep with letters to be answered.

The Sport That Builds Profits

There is no easier way to create a "Red Letter Day" in ammunition sales **once every week** throughout the Summer and Fall than to stimulate the sport of Trap Shooting.

By taking an active interest in your local gun club or helping to organize, one draws customers direct to your store not only for

Dominion Shot Shells

but for sporting goods of all kinds and for practically every other line that you carry.

Begin your stimulating now and keep it up—a little later you will find those "Red Letter Days" arriving regularly each week.

If you need information about gun clubs or suggestions to help you increase ammunition sales, write us.

Dominion Cartridge Co.
LIMITED

120 St. James Street
Montreal

Ammunition That Satisfies Sportsmen

The man who wants ammunition about which he never has to guess, is the man who insists that you supply him with Dominion Shot Gun Shells and Cartridges.

They give to the shooter a comfortable confidence that enables him to obtain nearly perfect results.

Dominion

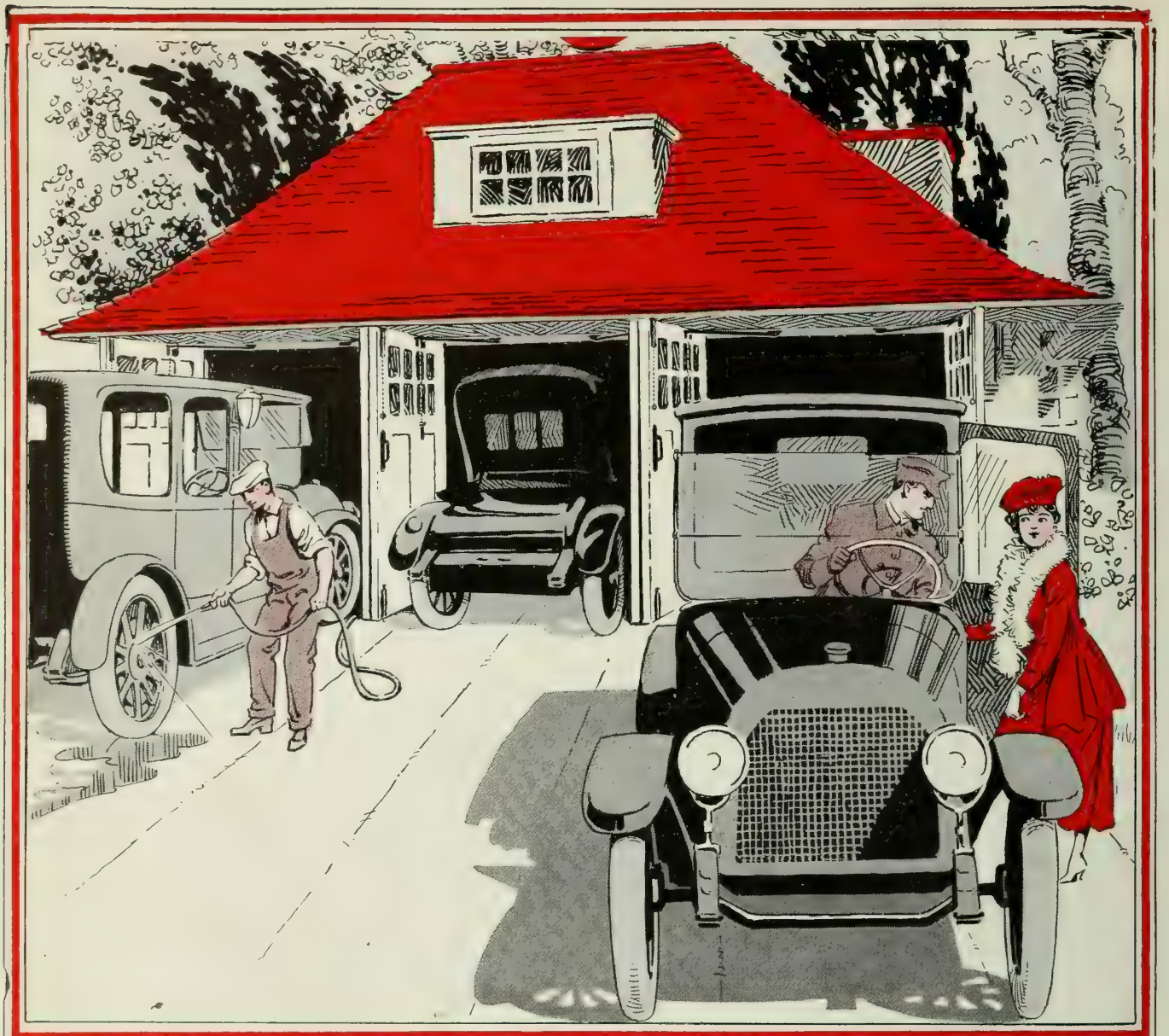
Shot Shells and Cartridges

"Hit hard and stop what they hit"—there is no dusting of targets or crippling of game.

Dominion is the satisfactory ammunition and is the ONLY ammunition made in Canada.

Dominion Cartridge Co.
LIMITED

120 St. James Street
Montreal



THE convenience of a two- or three-car garage is greatly increased if the doors can all be open at the same time. Your customers who build garages can provide for this by using

STANLEY GARAGE HARDWARE

Doors hung on Stanley Garage Hinges take no inside space to operate, swing easily, without sagging, and close weather-tight. Stanley Garage Door Holders 1774 keep them from slamming against each other or the outgoing and incoming cars.

Have you the booklet, "Selling More Stanley Garage Hardware?" If not, write for it to-day. It illustrates and describes the many selling helps we offer you to increase your sales in this profitable line.

In case you do not yet carry Stanley Garage Hardware, send for Booklet R-34.

THE STANLEY WORKS, New Britain, Conn., U.S.A.

Canadian Representatives: A. Macfarlane & Co., Coristine Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, MARCH 24, 1917 No. 12

Push the Small Garden Scheme

A Special Feature for the Spring Campaign—Make a Strong Effort to Push Garden Tools, Etc.—Where Patriotism and Profit go Hand in Hand—Some Practical Suggestions.

IT is not often that patriotism and profit go hand in hand. It is not often that the merchant has a ready-made handle to use in launching a bigger-than-ever spring campaign.

The retail hardwareman is in this enviable position at the present time.

Everyone knows of the campaign that has been launched by the various legislative bodies to induce people, city people particularly, to go in for what is generally termed "backyard gardening." It is felt to be a national need for the production of foodstuffs in Canada to be increased. For two reasons: To enable Canada to send larger supplies to the Mother Country; and to mitigate conditions and help bring down food prices in Canada. The objects of the move are well outlined in the introduction to a pamphlet of hints issued by S. C. Johnston, of the Ontario Department of Agriculture, in which he says:—

"At no time in many years has the necessity and importance of the home vegetable garden been so clearly demonstrated as this year. Our country is face to face with a situation which necessitates the increasing of our food supplies by every means at our command. Vegetables as well as other foodstuffs must be given careful consideration as they form an important part in the every day diet of most individuals. Every city and town dweller has the opportunity to help in this great work, in that there are hundreds of available plots now practically unproductive, which could grow vegetables. To be able to secure fresh, crisp vegetables should in itself be reason enough to make us help along this movement, but in addition the saving makes it of the greatest importance.

"Vegetables should form a more important position in the daily food of the average human being for they possess qualities which should ensure their use in much larger quantities than is the custom at the present time. In these times of stress when the energies of all people are being devoted to further the cause of justice and right, the securing of a supply of vegetables should commend itself to the average householder in our towns and cities. A more instructive pursuit than growing vegetables in the backyard cannot be found, for by commencing with a small plot devoted to their culture a wonder lesson unfolds itself before our eyes as we watch the vagaries of nature in her work, and a broader and more intelligent view of the simple phases of life appear before us."

The men who formerly spent the spring evenings with pipe and evening paper are going to be out in the backyard, wielding the spade.

A Big Response

It can be taken for granted that there will be a general response. Already, in fact, there are proofs of this: Men who never before thought of turning a sod on their property are talking in terms of seeds and potato bugs. Mr. Cityman is literally preparing to peel off his coat and get busy as soon as the weather permits.

The reason for this is not hard to determine. Every Canadian man, be he ever so old, and fat, and weighed down with responsibility, has a guilty feeling that he is not at the front. No matter how good his reason is for not being in uniform—age, physical disability, responsibility, what you will—he yet feels keenly at the back of his mind the fact that the greatest crisis, the most terrible tragedy in the world's history, finds him a spectator. He cannot go to the front, but any chance to do something, to stand sacrifice of some kind, finds him doubly eager.

Well, here is one opportunity. More food is needed. The Government suggests that the city man turn in and raise vegetables in his back yard. It is a comparatively small thing, but it savors of patriotism. Consequently, the lawyer, the office man, the mechanic,

are ready to take the suggestion up to the utmost of their power.

What it Means

It means this: In every city and town of the Dominion this spring the spaces formerly sacred to the tomato can and the broken hoop are going to be turned into productive plots. The men who formerly spent the spring evenings with pipe and evening paper are going to be out in the backyard wielding the spade. It means that there is going to be a most remarkable demand for everything that goes with gardening—garden tools of all descriptions, seeds, netting, wire, sprayers, hose, etc.

That is the point that will perhaps appeal most to the hardwareman. The movement certainly promises to create a huge demand for goods that can only be secured at the hardware store. For this reason it will pay the dealer to make a special effort to push sales in these lines. At the same time, however, there is the additional incentive to action that lies in the fact that it is practical patriotism to do so. Every advertisement of garden tools, every selling talk, every window display, means just so much more weight behind the Government campaign. This is one case where Patriotism and Profit are almost synonymous terms.

The Campaign

And now for a few suggestions as to the campaign.

It is felt to be a national need for production of food stuffs to be increased.

In the first place, it should start at once. The householder is making up his mind right now as to the part he is going to play in this backyard production scheme. Now, then, is the time to get him interested in a garden cultivator, a spade, extra lengths of hose, etc.

It goes without saying that newspaper advertising is a necessary part of this campaign. It is probable that the local paper is carrying an advertisement from the Government urging the gardening plan. Go to the publisher and find when this ad. is to appear. Then contract with him for space in that issue on the same page as the Government ad.; if possible, get space immediately under it.

Result: John Stayathome reads the Government appeal and gets worked up into a regular white heat of enthusiasm on the question of gardening; decides to do his "bit" out in the backyard, to help crush the Kaiser by creating cab

The picture to the left shows a city man engaged in spraying bushes. The picture at the right gives an idea of the decorative effect which can be secured by planting flowers around the home. It should be borne in mind that those who take up the backyard gardening idea will succeed in beautifying their property as well as raising vegetables.

bages; lets his eye descend the column and sees that Wideawake & Co., hardware dealers, are offering an especially complete line of gardening tools—everything he needs, in fact. The outcome is too obvious to mention. If Wideawake & Co. and John Stayathome do not get together in the matter of a new spade, an extra length of hose, a supply of seeds and a cultivator, it is because some other part of the store campaign has been overlooked.

Send Out Circulars

It would also be good business, for some merchants at least, to circularize the locality on this same question. A neat folder, giving full description of lines carried and prices—don't forget the prices—would be the means of creating a wide demand.

Here is a suggestion: The pamphlet referred to above is "A Vegetable Garden for Every Home," and is issued by the Ontario Department of Agriculture. It contains a great amount of information designed to help the amateur gardener who, as is well known, requires a great amount of help if he is going to raise anything worth while. The instructions given cover soil preparation, planting, thinning, cultivation, watering, transplanting, securing extra crops, and a wide range of information on each vegetable, its peculiarities and possibilities. The pamphlet, in other words, is a very valuable one for the plodding amateur.

It is probable that an enterprising merchant could induce the department to supply him with a certain number of these. Then he could send them out to a select list of prospects with a folder of his own attached, giving information on garden tools, etc.

Once again—Patriotism and Profit going hand in hand.

And the Windows Also

A very important point also in connection with the campaign will be the use of the store windows. The advantages to be derived from this source of publicity are so obvious that it is not necessary to labor the point. Every progressive hardware dealer will, as a matter of course, arrange a number of garden tool displays.

It would be advisable to link the displays up with the Government campaign to some extent at least. This might be done by the use of cards, something after this order—"Do Your Bit," "Help Feed the Country," "You Can't Use a Rifle—Use a Spade."

Your Accounts are Yours---Collect Them

Through Being Negligent With Some Customers Merchants Have Allowed Big Sums to Accumulate on Their Books—One Farmer Offered to Lend Money to Merchant to Whom He Owed Money.

AN instance has been brought to attention during the past week where a hardware merchant had actually been offered the loan of money by a farmer who was owing him an account. This farmer had been owing an account at the hardware store for some time. When pressed by a letter from the hardware merchant telling him that he really needed the money to pay his accounts the farmer came to the store to talk it over. "Do you really need the money?" asked the farmer. "If you do I will have to sell a steer or colt or something else in order to get the money." On being told by the hardware merchant that he was actually in need of the money to meet his accounts and that if he did not get his money from his customers he had to borrow the money from the bank and pay six per cent. interest. "I will lend you $2,000 at six per cent," came from the farmer.

Here was an actual instance that was told a HARDWARE AND METAL representative while making calls in Ontario. The section is one in which there are many wealthy farmers—it is one of the best agricultural districts in Ontario, as a matter of fact. Yet the merchants have allowed farmers to get in the habit of running accounts and paying for them when it suited their own sweet will. One merchant has as much as $200,000 on his books in this district. It is not because the farmers cannot pay but because they do not feel inclined to pay. The merchant in many instances has come to be classed in the same category with the country newspaper that keeps on sending the paper to the subscriber but never gets any subscription money.

Collection Letters

This condition of affairs suggests that the hardware merchant should see to it that his customers pay promptly or if they do not he should have a definite promise when they would pay and see to it that they live up to their agreement. The first step in this direction is the sending out of the monthly statement with promptness. If the statement is not heeded it should be followed shortly with a letter insisting with courtesy and firmness that the account should be paid. Elsewhere in this issue under the heading of "Effective Advertising Methods" a form letter is given as a suggestion for a letter to be used in collection work.

Of course some customers owe accounts so long that it has been a chronic habit with them. If a kindly and courteous attitude will not bring the money for the account there should be no hesitancy in taking sterner methods. One of the most successful hardware merchants in a small Ontario town says he never scruples about taking a case into court if he has exhausted all reasonable means to get the customer to pay. He says he finds that he has never lost trade because he adopted such methods. Another hardware merchant says he has come to the conclusion that he will use the courts more generally if he is unable to get the customer to pay in any other way. But first of all there should be a consistent, tactful effort to get the customer to come across, without the necessity of resorting to the courts.

Shortening of Credits

HARDWARE AND METAL has during the past few months repeatedly directed attention to a noticeable development in trade matters—the shortening of credits.

Manufacturers and wholesalers have found it necessary to shorten credit terms and it seems an assured fact that the future, instead of witnessing a return to previous conditions, will see the tendency to stricter terms more and more accentuated. It has become a positive necessity. The more or less free and easy finance of the days of hectic prosperity will never again be possible.

To the retail merchant this means only one thing. He must in turn shorten the terms of credit that he allows his customers. It is quite safe to assert that the average merchant is altogether too lenient or too negligent in the matter of collections. He is inclined to let things slide, probably because he is afraid of offending his customers. In every locality there are well to do farmers, for instance, with comfortable bank balances who let their bills at the hardware store run on until they seem like the brook which "runs on forever." A few customers like this and the hardwareman, in order to keep things going, has perhaps to go to the bank for funds. He is paid over the money which his farmer customers have deposited there—money rightly his own. He pays six per cent. for it and the farmer only gets three per cent. of that. This is good

(Continued on page 121.)

Accessories

James & Reid Sold 80 Cars sories so Large That New Had to be Opened Methods Adopted

Top illustration shows a view in general hardware section. Lower shows exterior view of store. The photographer had some difficulty in taking these views and they hardly do justice to the store, which is one of the largest and roomiest hardware stores in Canada.

WHEN you approach the hardware store of James & Reid, at Perth, Ont., you are rather surprised to note a full-size automobile in one of the show windows. But when you enter the store you see a touring car, much bigger than the one in the window.

A touring car of modern make is not a small object, and in the average store would be rather inclined to overwhelm everything but the wall space. Not so in the James & Reid store, however. The store is so wide and roomy that, despite its size, this car is in nowise in the way. Moreover, this display added to the smaller car that occupies one of the show windows is an effective method of featuring one of the great activities of the store. One of the members of the firm devotes almost his entire time to the sale of cars and accessories. That his time is profitably employed is manifest from the fact that during the past year the company has sold eighty cars.

Selling Cars a Means of Encouraging Trade

Selling cars is unquestionably a profitable business, and the firm has found it so. Not only that, but it has opened up vistas of further opportunity. When a man owns a car, it is rather apt to become his pet extravagance. There are improvements to be added, incidental requirements that he feels he must have, so that large as the actual car trade is, it is only part of the business to be considered. The firm has realized this fact, and has felt that here was a real opportunity. The auto accessory trade was begun some time ago rather as an experiment, but it has long outgrown that stage. Outgrown, too, the modest quarters that were originally given to this department. When the HARDWARE AND METAL representative visited the store, this department was being rearranged, so it was impossible to get a picture of it. Counters were being removed and ample quarters prepared to take care of this growing business. The matter of convenience for customers was considered, too, and with this consideration there came also the idea of the strategic position for such a department. Facing on the side street were the oil and gasoline pumps. When a car owner stopped to fill up his car, he entered the store from the side door to pay for the purchase. With the old arrangement this led him only through a department given over to general hardware. The members of the firm, considering the need for enlarged quarters, were struck with the idea, that the way to encourage the sale of automobile accessories was to keep them in front of the man who actually owned a car. Therefore, this separate department was moved over to a location adjoining this side entrance. Now the owner entering to pay for his gasoline is brought face to face with show cases containing everything that the heart of the most rabid auto enthusiast could desire. Here you have a good combination. The man who in the nature of things is always a potential buyer, and the things that in all likelihood he would most like to buy. This accessory end of the business has grown to large proportions.

But their activities in the automobile end of the business have gone even farther than this.

Selling Service With a Car

A car is a thing that even with the best of care needs considerable looking after, and this is an item that is rather apt to influence a man who is buying a car. Therefore, the garage has been one of the most successful fields of automobile salesmanship. James & Reid looked at this idea from a different angle, but they arrived at the same conclusion That a man to sell cars to advantage, must also sell service in that particular line. The firm figure that they are in this car selling business for good, and consequently the service end of the business is one that cannot be neglected, if these activities are to be brought to the highest degree of success. Therefore, they have just completed a modern garage, near the main store, which is capable of handling all the business arising out of the car selling end, as well as being something of a trade puller on its own account. They figure that with the added service this end of their business is going to be materially increased during the coming year.

The Outside Man and the Store

The man who gets out in the country among the farmers is bound to form friendships that are of inestimable benefit to any firm. That is another phase to the automobile selling end. The man

Outgrow Dept.

Last Year — Sale of Acces- and Larger Department — Business Getting by Successful Firms.

who sells cars is a representative of the firm, and as such keeps that firm constantly before the outside public.

James & Reid have realized this, and have indirectly felt the effect. Indirectly, because a man who sells 80 cars in a year—and in this case the sales have all been made by one man—is not likely to have much spare time to do any other kind of selling. He is, however, conversant with the country, with the people and their various needs, and is in a position to give information that may prove invaluable to the other selling end. So valuable has this assistance proved, that it has suggested to the members of the firm the still wider advantages that might accrue were the outside man not so fully occupied with one line. It is the intention of the company, therefore, in the coming summer to put another man out on the road to go about the country discovering the farmers' needs and supplying them. Keeping in touch with the man who is planning new buildings, and, therefore, being the first on the ground to supply his needs. In this way it is hoped that the general business may be still further enlarged.

Not that this field of operation has been neglected in the past, but merely to improve on an already efficient organization. This is the backbone of the success of the business, the constant reaching out for some method or agency to improve the service that they are already giving the public.

Making Business By Increasing the Demand

For instance, in the past the firm has sold almost large quantities of such commodities, as paint, cement, sewer pipe, and similar lines. They believe that there is a still wider field for salesmanship in these very lines. Not in the way of depriving competitive firms of their trade, but in actually increasing the consumption. It is felt that there are opportunities for educative salesmanship along these lines that might double the present existing demands. This is work for the outside man.

James & Reid, Perth, Ont., offer an excellent example of what can be done to make a hardware store a real force in the community.

For many years this store has been located in this town, and never a year has passed that has not shown some advances in equipment or method that has tended to make it a still more important factor in the business life of the community.

The store and its associated activities have reached such a pitch of success that the members of the firm might be pardoned for more or less resting on their oars. This is not the case, however. They are as alive to the beckoning opportunity now as they have ever been, and there seems no limit to the scope of their activities, nor to their ingenuity in ferreting out new methods of adding to their already splendid trade.

The top view shows an excellent display rack near the front of the James & Reid store. On the rack or display table is shown a wide range of kitchen utensils which will interest the housewife. A few lines of toys are also on display. The display tables and racks are exceptionally long ones and provide room for a large display of crockery ware, dishes, etc. To the rear of the display table is shown a large motor car. The James & Reid store is a very large one, allowing not only room for displaying automobiles in the store, but also in the store window. The lower view shows the garage erected to take care of the firm's ever-growing automobile and accessory trade.

The Selling Force of Bright Surroundings

One reason for their success is unquestionably their attractive quarters, for it is folly to discount the selling value of a bright, roomy, attractive store,—a store adapted to the needs of the trade

there carried on, and capable of making the best of the goods displayed.

The photos printed herewith are far from doing justice to the store. The show windows at the front in the exterior view do not seem of any particular size, yet when this picture was taken there was a full-sized automobile in the window. In another picture will be noted a full-sized touring car that occupies a position to the centre and rear of the store. Despite the size of this car there is no hint of crowding, and one of the main impressions left by the store is one of general roominess.

Some Descriptive Remarks

On the left of the store as one enters is the department for general hardware. Walls lined from floor to ceiling with drawers of varying size, containing every item of this branch of the hardware trade. The carefully-arranged samples on the faces of these boxes make an exceedingly attractive display. Every drawer is readily reached by a ladder that runs at right angles to the wall. A clerk can, therefore, pull out any drawer without endangering his neck.

The nail bins occupy a convenient location under one of the counters to the rear of the store. They open outward, so that the customer can see them. Farther down again on this side is the paint department, equipped in every particular to meet the needs of town and country trade.

The other side of the store is given over to the display of bench tools, cutlery, etc., while at the rear is the automobile accessory department that has been previously dealt with.

Featuring the Sundries, a Business Bringer

Down the centre of the store runs a double line of tables with shelves in the centre. Here is gathered the store's display of sundries, and they are a varied assortment. China, glass, crockery, toys, and last, but not least, those multitudinous little articles that cannot be grouped under any one name that yet are a great item of trade; little kitchen accessories, small bits of hardware in every-day use; in fact, a thousand-and-one things to attract the customer. Items of small value, yet which bulk large in the aggregate. These are all displayed in separate trays. The shelves above the tables serve to break the flatness of this display, and permit the showing of toys and china and many household requisites.

The general offices of the store are at the rear of the right-hand side, and are large, bright and airy. Over this office at the height of the landing shown in one of the pictures is the private office of the members of the firm; this is not enclosed in the front, and gives a free view of the whole expanse of the store.

Rest Room for Customers

The second floor is given over to the ladies' rest room, and to a stove and tin and graniteware department. This is described at some length elsewhere, as it belongs more particularly to the special activities of the store than to a general description.

As is, of course, obvious with a store doing such a business, there is an immense stock handled; the surplus of this stock is stored on the third floor and in the basement.

There are certain lines of farmers' tools, plow castings and similar lines that this store has always featured. To achieve the best results in this line they have adopted the policy of making them themselves, so that in connection with the store is a large and well-equipped machine shop that supplies the firm with a fair number of the more imperatively needed articles of trade.

But turning from this general outline of the store and its activities, it may be of interest and value to consider some of the more pronounced interests of the store—interests that have crystallized into unusually and aggressive methods of business.

The Children's Influence in Trade

For instance, many merchants have overlooked the influence of children as a drawing force. Not so this firm, however, and George James, one of the partners in the firm, when asked what was the most effective advertising scheme that they had ever adopted, unhesitatingly replied that it was their bid for the children's trade at Christmas time.

At the Christmas season the firm makes a special effort to enlist the interest of the younger folk. A full line of toys is stocked, and, in fact, everything that can be thought of to delight the eye of children.

This is no haphazard scheme, but a carefully thought out campaign. The scheme in itself is not new, but it is comparatively new as associated with a hardware store. It is the arrival of Santa Claus to take up his headquarters in the store.

For two months prior to the holiday season the local papers bear articles telling of the start of Santa Claus from the North Pole, on his long journey to the store. Day after day this campaign is kept up. Despatches in telegraph form tell of the adventures of the kindly saint on his journey southward. Short despatches on real telegraph blanks are posted in the windows of the store. The children all over the district follow these advertisements with breathless interest. Finally the great day arrives, and the papers bear the great news that on such and such a train Santa Claus will arrive. He does arrive, too, from a station down the line garbed in the well-known costume that any child would recognize at half a glance. There to meet him is a great tally-ho, accompanied by a band, accompanied also by the whole juvenile population of the whole county. It is a fact that last Christmas there were people there who had driven twenty miles to be present at the event.

(Continued on page 144.)

View in the paint department of the James & Reid stores.

Display of incubators, hoovers, brooders, drinking fountains, hoopers, and other poultry supplies.

Poultry Supplies Prove Profitable Line

London Hardware Firm is Making a Success of Catering to Poultry Fanciers—Carries a Good Stock of Incubators, Etc. in the Store—A Good Sale of Miscellaneous Lines.

TO SELL twelve hundred dollars' worth of incubators during the first year a firm handled the line would seem like an unusually good record. And yet, O'Dell & Mitchell, of London, Ont., accomplished this the first year they started to feature poultry supplies. The O'Dell & Mitchell store is located close to the London market where the farmers bring in their produce, two or three days a week. The show windows of the store face the market, and naturally are extensively used to feature goods in which the farmer is interested. The accompanying illustration shows one of the windows containing a display of poultry supplies. Interviewed by HARDWARE AND METAL the proprietors could not give any special reason why they had met with such success in selling poultry supplies, except that they kept the goods well to the front of the store and had used aggressive salesmanship methods—which after all counts most in business nowadays.

It was found that there was a sale for incubators, not only to farmers, but to citizens and others who in some cases went into poultry raising on an extensive scale and in other cases more as a hobby. A study of the needs of the community disclosed the fact that there was a demand for incubators at varying prices. The result was that those carried in stock range in price from the ordinary cheaper lines up to $50.

By displaying the goods in a prominent location near the front of the store, the curiosity of many interested customers was aroused. When it was found that a customer was interested, every effort was made to explain in detail the construction of the incubators carried in stock, superior qualities claimed by the manufacturer, and reasons why a good incubator will pay for itself in a short time. By persistent, hard and intelligent work on the part of the proprietors and sales staff the incubators began to move, and as is usually the case, one satisfied customer brings another. The results obtained were even greater than had been anticipated for the first year in handling a new line. But the sales did not stop at incubators. There are a great many other lines in which the poultry raiser or fancier is interested. Not a few of these lines, for instance poultry netting, are part of the regular stock of a hardware store. The man who fixes up chicken runs, coops, etc., needs many small articles of hardware. Going back to the lines commonly termed poultry appliances. O'Dell & Mitchell found that they were able to work up a good sale not only for incubators, but also for brooders, hovers, chick shelters, thermometers, egg testers, food hoppers, grit and shell boxes, fountains, leg bands, and numerous other lines needed by their customers. These lines of miscellaneous goods are given equal prominence with incubators and are always on display.

There is also a good sale for such lines as oyster shell and grit and many other products for poultry.

Catalogs Helpful.

Catalogs supplied by the manufacturer have proven very helpful in building up the sales of poultry supplies. These catalogs bear the imprint of O'Dell & Mitchell, hardware, London, Ont., on the front page. They feature in the catalog a great many lines of goods in addition to incubators. When a prospect shows interest in poultry supplies he is given a copy of the catalog and is assured that orders can be filled on short notice. One of the chief reasons, however, why the firm has been able to make such a success of selling poultry supplies is that a representative line of the goods is carried in stock—customers can see the goods in the store, examine them and have their merits explained, and when a sale is made, quick delivery.

Counter Check Books.

One form of publicity used is inexpensive and yet effective. On all counter checks or sales slips is shown a list of products in which the company specializes, and for which it has the agency. The list includes, among other things, poultry supplies, saparators, incubators and roofing. In this way every customer receiving a salesslip can hardly help but see the list of products in which the firm specializes.

O'Dell & Mitchell run a motor delivery. They have found it much more satisfactory than the old horse system. Deliveries can be made in quicker time, and this fits in with the policy of the firm which is to give customers the best possible service.

On left is the store of W. Hanna & Son, Port Carling, Ont.—a popular summer resort.

Two Branch Stores Success-

W. Hanna & Son, Port Carling(Ont., Run Two Supply Different Points—Boats Fitted up as General Customers Await Arrival of Boats and —Groceries, Hardware and

RUNNING retail stores in boats seems a rather unusual way of doing business, that is, when applied to hardware, groceries and dry goods. And still there are communities in Canada which can only be served efficiently in this manner. For upwards of 25 years W. Hanna & Sons, Port Carling, Ont., have been catering to the needs of settlers, tourists and summer cottagers in the Muskoka Lakes district, by means of supply boats fitted up as small general stores.

On the right of the upper illustration accompanying the article, two boats are shown. These boat-stores, conducted by W. Hanna & Son, sail on Lakes Rosseau, Joseph and Muskoka. They carry stocks of groceries, hardware and dry goods. The groceries are displayed on shelves, after the same manner as in an ordinary grocery store. Dry goods and hardware are likewise displayed. There is also a butcher on each boat, but the butcher shop is not exactly a branch of the Hanna business. The butcher rents space on the boats, and has a commission arrangement with the firm regarding sales. Fresh meat is carried on each boat.

During the summer months Hanna & Son conduct a bakery and fresh confectionery is also carried on the boats.

How Trade is Secured

In order to keep two boats such as these on a paying basis, a considerable amount of trade is necessary. In the first place there are a fairly large number of settlers or permanent residents in the districts served from the hardware store. The population of the district, however, is greatly augmented during the summer months by the arrival of hundreds of tourists, some of whom live at hotels scattered through the lake's district, and many others who take up residence during the summer in their summer residences, large numbers of which are located on the many beautiful islands in the lakes district.

With the influx during the early summer of hundreds of people, there is a big increase in the demands for goods such as would be found in the average general store. As might be expected there is a big increase in the demand for foodstuffs. Those owning summer homes purchase paint, gardening tools, lawn and flower gardening tools, and dozens of articles used in brightening up the summer home and in improving the grounds surrounding it. A great many of these people own canoes, rowboats or motor boats, and visit the Hanna store at Port Carling for supplies, The Hanna store during the summer is always a busy one. At the store, which by the way may be seen at the left of the large upper illustration shown with this article, everything is carried from picture post cards to hardware. An attempt is made to carry a complete stock of all the settler, camper or summer cottager is likely to need. Fishing tackle is a good selling line. There is a good demand for ammunition. Sporting goods such as tennis goods, etc., are also in good demand during the summer months. A great many people of wealth who own splendid summer houses on the islands take great pride in having modern conveniences and in improving their summer homes and surroundings. The result is a good demand for many lines of hardware.

Locks at Port Carling, near the Hanna store.

Views at Port Carling. On the right are two supply boats run by W. Hanna & Son, Port Carling, Ont.

fully Conducted on Boats

Boats During the Summer—Two Trips Weekly to Forty Stores—Each Boat Carries Three Clerks — Make Purchases Same as in Land Store Dry Goods Carried.

How the Boats Run

The floating stores or supply boats have a good many ports of call. There are three routes, with 40 places to be called upon. Two trips are made per week to each place. On each boat there is a captain, engineer and 3 clerks. The length of the visit to each part depends largely upon the requirements of the customers. In some cases a half hour is sufficient, while in others it takes an hour or more to wait on the customers and supply their needs. The customers know the day and hour at which the supply boat will call. A boat that calls say at 1 o'clock on Wednesday will call again at the same time on Saturday of the same week. By having all customers well-informed as to the time of arrivals of the boats very little time is lost unnecessarily. Owing to the regularity of the boat's visits customers are generally awaiting its arrival. They then go aboard and are waited upon by the clerks in the same manner that they would be served if visiting at the firm's store. Orders for groceries, dry goods, hardware, meat, or confectionery, are taken in the usual way and customers carry their purchase away with them.

Mostly Cash Trade

Most of the customers pay cash for their orders, and this system of doing business is encouraged by the firm. There are, of course, a number of credit accounts, but these are allowed only to customers of approved credit standing.

Quite frequently special orders are taken on the boats for goods not ordinairly carried in stock. The order is turned in to the store at Port Carling. From their the order is sent on to the wholesaler or manufacturer. Delivery is then made by boat on the first trip following the arrival of the goods at the store.

Hanna & Son have always endeavored to give their customers the best possible service and this is no doubt responsible to some extent at least, for the splendid connection they have formed, and for the good measure of success which it is theirs to enjoy. They try as far as is practicable, to give a city store service to the summer cottager, or the settler who is located far from the large cities or towns. They try to give high grade service not only in the quality of the goods sold, but also in expediency of delivery.

The town of Port Carling has a population of about 390. It is about 20 miles from Gravenhurst and the same distance from Bracebridge.

Wharf at Port Carling, Ont.

YOUR ACCOUNTS ARE YOURS,— COLLECT THEM

(Continued from page 115).

business for the bank; it is good enough for the farmer; but it is very bad business for the merchant and for the wholesaler again behind him.

It is becoming more and more a matter of dire necessity. The merchant must shorten credits with his customers; or, as a possible alternative, charge interest on overdue accounts. As HARDWARE AND METAL has often pointed out, sound financing can be built only on a solid foundation of active collection methods.

Reconstructing to Meet Emergency

Outbreak of War Cut Off Trade in Builders' Supplies—Necessitated Taking on Other Lines—Factory Trade, Paint and Seeds Among New Lines. Moved Paint Department to Front

EVERY now and then in business there comes a time when some line hitherto considered one of the best money-getters, for one reason or another ceases to be effective. At least such is the opinion of George Mathewson, of Queen Street East, Toronto. About every three years, sometimes more often, Mr. Mathewson thinks the hardware man must be ready to reconstruct his business ideas to meet some new emergency. As an instance of this idea, Mr. Mathewson cited his own case. Since going into business he has more or less featured builders' hardware, until of late years this line had become a very considerable item of his business. A large stock of this line was carried, and all the sails trimmed to catch the varying breezes of the builders' trade.

Then out of a clear sky the war broke loose, money became scarce, and building was practically at a standstill, with the result that one of the largest and most profitable lines became practically a dead letter.

What can be done in a situation such as this? It is impossible to sit calmly down and await the revival of this trade, a trade that has been more or less stagnant now for nearly three years, and may continue to be so for some time. Under ordinary conditions steps might be taken to stimulate a declining trade, but when world conditions are at the back of the decline, extraordinary methods are necessary. There is only one thing to be done and that is to branch out into some new phase of activity to take the place of this lost trade.

A New and Promising Field

Mr. Mathewson looked about him to find some field of operation that might be expected to offer a promising field. The result of this investigation was to bring forcibly to his attention the fact that the same conditions that had so disastrously affected the building trade had put new life into other lines of business. In the district in which Mr. Mathewson does business there are a large number of big factories, working night and day, most of them turning out war material of one sort and another. Here was the field of action that Mr. Mathewson required. Moreover, he was helped by the fact that his tinshop department that has always been a feature with him, had already given him an introduction to most of these factories. He had done tin and iron work for them, without any particular effort to draw their other trade; in fact, the abundance of this trade has been more or less an outcome of the war in any event, and thus dovetailed in admirably with the loss in another line. Every effort was made to get all this work that was to be had from the factories, with the result that this department of the store is working to its full capacity and the extent of the work is only limited by the ability to get the men to do it.

Meeting the Needs of the Factory a Profitable Trade

This work gave the required introduction and from that the scope was pushed farther and farther afield till it covered the whole of the factory needs. The needs of factories were interviewed, every enquiry relative to the galvanized iron work, etc., was used as an opportunity to suggest other factory needs. By degrees, the demands grew and the stock increased. Now every need of the factory: drills, set screws, bolts, pipe

Interior view of Mathewson's Hardware showing paint department which has been moved to the front of the store.

and pipe fittings, and the hundred and one other needs are always available. This idea has been dinned into the minds of those responsible for putting the factory work through. They know that their needs can be met at Mathewson's, and Mathewson's is only a short distance away. There is little wonder, then, that this new line of activity has helped to make up for the decline in the other lines.

True, there are some difficulties. It has been hard at all times to keep a stock complete. Certain lines have been very difficult to get, but it has always been possible in some way to obtain these goods, and no effort has been spared in seeing that the orders at all times are filled. Moreover, this new line of activity has entailed a considerable increase in the amount of stock that must be carried. It has been possible, of course, to curtail the builders' supply lines to a considerable extent, but even with this curtailment, Mr. Mathewson estimates that his stock has been increased about 20 per cent., which has naturally entailed a very considerable outlay. On the other hand, this element has put new life into the business and has shown a margin of profit that has more than justified this extra outlay.

The factory trade has been a good friend to Mr. Mathewson, but he does not count upon it as a lifelong friend. It may fail, indeed, it is very probable that with the end of the war its golden days will be over. There will still, however, be a good trade to be found in these goods; there will moreover be a return to the building lines, and Mr. Mathewson has been careful not to lose his hold on this trade, and then there is the wide vista of the lines to which some particular circumstance may lend an added value.

It is not meant to infer from the foregoing remarks that Mr. Mathewson is specializing in any one line. He himself states that the sale of general hardware is the backbone of his business. His business is of a general nature, but the specialty lines and the specialized needs are given the fullest attention.

Making the Most of the Paint Trade

Among the other things that Mr. Mathewson lays stress upon is paint. Paint is a line that can always be depended on. Every hardware merchant sells paint. But some, like Mr. Mathewson, sell more than others, and there is a good reason. To begin with, he keeps it before the public. March is a good month to start in. Mr. Mathewson is featuring this line, both in his store windows and interior. His argument for doing so is that the public need to have their attention focused on a line for some time. Make them think of it now, even if they don't buy, and then when they get ready to buy they will in all probability remember. From early in March one show window is devoted to the display of paint, and it sells paint, in any time of the year a good window display will sell it, is Mr. Mathewson's firm belief. But there are ways of making it more saleable and one of these is price cards. Put your price on an article and you will greatly increase the sale, is Mr. Mathewson's contention.

Many people have erroneous ideas about the price of goods and do not purchase because they believe they will entail a greater cost than is actually the case. They probably will not enquire of the merchant because they know that will lay them open to arguments from the merchant that might lead them into expenditures that they do not wish to undertake. On the other hand, people would purchase some quantity of goods at least.

Putting the Paint Department Forward Doubles Sales

Nor is this all. Mr. Mathewson has found the location of the paint department a great feature in the trade. Formerly the paint department of the store occupied a small section at the back. One side near the front was given over to the sale of tin and agateware. This line occupied a very great amount of space, and was not proving particularly profitable. For this reason it was decided to discontinue the line.

This decision left almost one side of the store bare of goods. It was decided to move this paint department to the front and give it a real show. The move proved a very wise one. The first thing that catches the customer's eye on entering the store is the long display of paint tins, and the attractive display of brushes, all plainly marked.

Now, everyone knows that a hardware store sells paint, and every person who wanted paint might reasonably be expected to ask for it if it was wanted That would seem a reasonable viewpoint yet the actual fact remains that given this new and more prominent place in the store, where it was one of the first things to catch the eye, practically doubled the sales. There is no other reason for the improvement in this line, for the paint display window and similar methods of fostering trade have always been part of Mr. Mathewson's policy.

One rather novel line for a hardware store is a show case for garden seeds. It doesn't take up much room, and it doesn't require much attention or actual selling. It is just there before the store's customers, with its own suggestion. A very fair profit can be made by a small investment and a minimum of trouble.

Stoves are another line that are featured by the store and prove a profitable source of revenue, and every effort is made to keep them constantly selling. In the nature of things, however, these are more or less of a seasonable line, but in the moving months when the housekeeper is open to the suggestion of home improvements, they prove a very successful item of business.

Play Safe in Selling

EVERY retailer to-day is paying a great deal of attention to his buying. But of almost equal importance is the matter of selling. The merchant who has not already done so, should immediately analyse his business affairs and ascertain whether or not he is securing a safe margin of profit.

The safe margin of profit that did duty in 1914-1915, because it covered the normal expenses of that period, and the low levels that poor business enforced in 1914-1915, are being discarded by many shrewd merchants as no longer a safe-basis for marking their goods for spring. 1917.

It has been found in a number of stores during the past few months, that merchants have been content to maintain the mark-up of previous years, even in cases where foresight persuaded them to lay in stocks that now are 40, 50 or 75 per cent. more valuable, at the current market basis.

They declare that so long as the low-priced goods last, "we intend to give our customers the advantage," that they will "appreciate" this treatment, and "stick" by the merchant even under the more unfavorable conditions of higher prices later.

The "gratitude" of the buying public may or not be a negotiable quantity when, later on, their "gratitude" has nothing substantial to feed upon.

At a time when declining markets will be the inevitable postlude to assured negotiations for peace, will the "gratitude" of the buying public, that was generated by low selling prices in 1915 and 1916, step in and uphold the merchant with a normal margin, when his competitor decides to sell on the new low-cost basis.

Play safe now: start with your Spring prices in the creation of a reserve to meet whatever is to come. If you don't need it late this year, Lloyds will not charge much to guarantee that you will in 1918.

Spring Window Display Suggestions

How Seasonable Displays Can be Arranged — Some of the Lines Which Make Good Displays—Suggestions on Window Trimming From an Expert.

SPRING is the one season of the year when hardware merchants and their clerks should be on their tip-toes after business—unless they are dead ones.

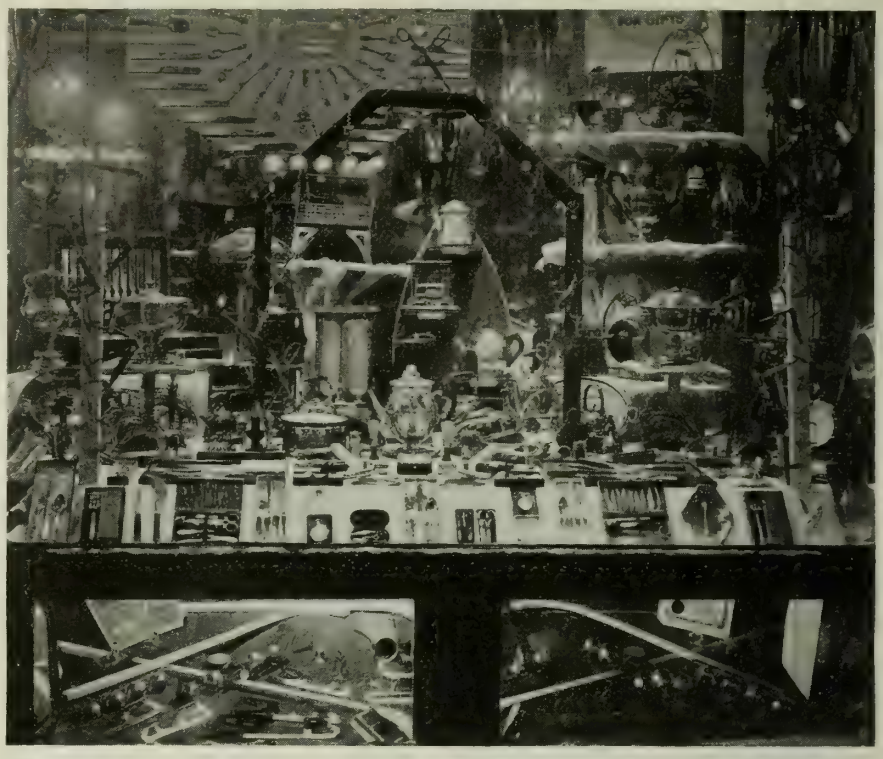
With the opening of spring, the hardware store becomes a place of renewed activity. Following the quieter period of winter, there comes activity created by the needs of the public—gardening tools, paint, lawn tools, poultry supplies, building materials, and a thousand-and-one other things. There is also the desire of the hardware merchant to make hay while the sun shines, for if he does not push sales in the spring, he misses the biggest and best opportunity of the year.

If all legitimate business-getters are not used during the spring months, then for each business-getter neglected by the merchant there is a certain monetary loss.

Elsewhere in this issue of HARDWARE AND METAL there are undoubtedly articles dealing with a number of phases of spring selling. In this article I propose to confine my remarks to one phase of spring salesmanship—window displays. The subject window displays has been hashed and rehashed so often by writers in trade papers, speakers at conventions and others that it is sometimes looked upon as a "chestnut," and so it is so far as some merchants are concerned. But on the other hand, it is one of the livest propositions so far as the up-to-date merchants are concerned. The average merchant undoubtedly pays more rental for his window display space than for any other space of corresponding size in his store. He should, therefore, make it the most profitable—in other words, it should produce greater profits. The store interior is seen only by those who enter the store. The store windows are seen, or should be, by everyone who passes the store. The window is the silent salesman on the street—it quietly introduces the merchant to the public. The nature of the introduction, whether favorable or otherwise, will depend largely upon the impression created by the window display.

Seasonable Displays

Seasonable window displays can be arranged by the hardware dealer as well as the grocer, dry goods man, or any other merchant. At one time it was said that hardware windows were more neglected than those of any other line of business. Such is not the case to-day. The hardware windows to-day compare favorably with, and in a great many cases surpass in selling power the window displays of merchants engaged in other lines.



Philbin & Co., Montreal, Que., in whose store the above display appeared are located on a busy thoroughfare, where show windows occupy expensive space. Philbin & Co. believe in showing a very wide range of goods at one time, and do not allow any waste space in the main show window. Below the main show window are two smaller windows, forming part of the store front. A close examination of the above illustration will disclose a large assortment of hardware goods.

One of the first essentials is to have a well-painted store front. It is rather amusing to see a paint window display in a hardware store window, with literature urging the public to paint, when on looking around you observe that the store front itself needs paint about as badly as anything in town. A well-painted store front makes your place of business look better—more inviting; and it encourages other merchants along the street to brighten up their store fronts. The town with a poor and unpainted store front is generally a dead one.

Garden Tools

One of the early windows should be a garden tool window. Get the public interested in gardening early in the season. One customer will bring another. Very often a dozen or more people in one block will take up gardening simply because one of the neighbors down the street started to put in a garden. The gardening fever, like the measles, soon spreads, and every amateur gardener started means more business and profits for the hardware merchant.

A case of seeds, if you sell them, will make a good centre for a gardening tool window. Spades, rakes, hoes, garden trowels, chalk lines, sprinklers, weeders, and many other tools can be worked into a garden tool display. Interest can be added by securing some sod or earth and arranging it in attractive form to catch the eye of the passer-by.

Lawn Tool Window

A covering of sod makes a good ground-work for a window display of lawn tools, showing such lines as lawn mowers, rakes, weeders, hose, hose reels, sprinklers, nozzles, shears, etc. Price tickets will create greater interest on the part of prospective customers. In arranging displays of this kind it is advisable to show a sample of each line carried in stock, so as to display a representative line of your goods both as to variety and range of prices.

Spring Paint Windows

The spring paint window display—or, as it should be series of displays—should prove one of the most interesting

to the window trimmers. Nine out of every ten householders are interested in painting during the spring months. Paint is required for the home, inside and out, verandahs, summer houses and cottages, boats, canoes, furniture, fences, floors, walls and innumerable other purposes. Ready-mixed paints are required in huge quantities. Then the paint sundries should be big sellers. Varnish stains, stove pipe enamel, aluminum and gold bronze, verandah furniture paint, screen paint and many other paint products can be sold in big quantities—if their sale is pushed. There are very few hardware merchants who could not by a little extra effort, almost double their sales of paint sundries—and incidentally double their profits.

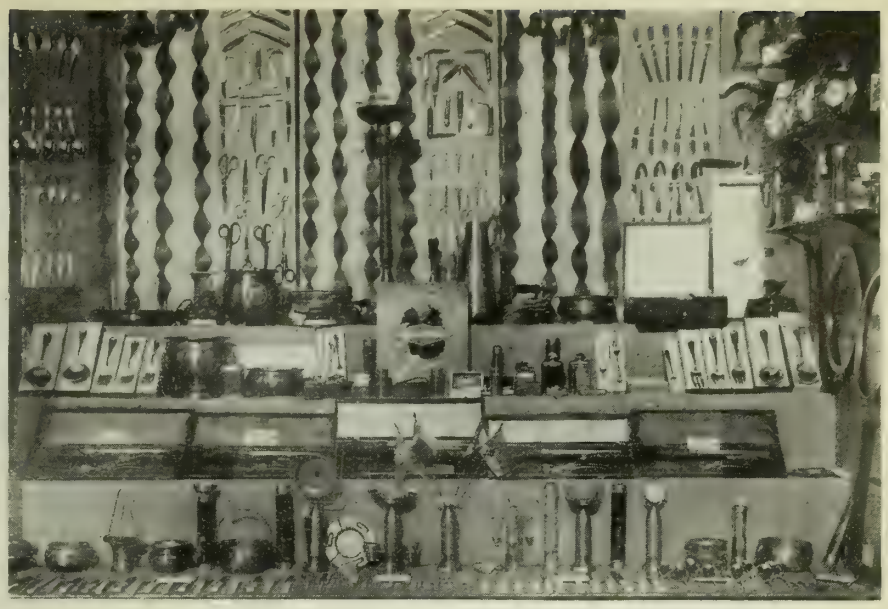
Paint manufacturers supply an abundance of good live advertising matter, display cards, etc., for use in window displays. This matter, if used intelligently, will assist the window trimmer to arrange good displays at practically no cost, except time.

Poultry Supplies

In the spring the chicken fancier is in the market for poultry wire and many other hardware lines. The writer knows of one man who last spring started to keep chickens, as a hobby. His account with the hardware merchant for the first six weeks on supplies alone amounted to $35. Every hardware store carries in stock many lines which appeal to the chicken fancier.

House-cleaning Supplies

In the spring the housewife's fancy turns to thoughts of house-cleaning, and also to the store which features the house-cleaning supplies which it has to offer. Here is where the hardware merchant is in a position to secure the cream of the business—profitable business, too. Just think of the house-cleaning goods found in a modern hardware store—dustless mops and dusters, furniture varnishes and polishes, carpet sweepers, vacuum cleaners, carpet whips, brooms, cleaning powders, mops, step ladders, wallpaper, window brushes, cleaners, tubs, pails and many other lines too numerous to mention. On these lines you make the money or the profits which offset to some extent your losses on nails and other heavy lines which are frequently sold at a loss. House-cleaning goods carry good profits, are turned quickly, and do not require a very heavy outlay for stock. This line is one of the "A1" profit-makers for department stores, and on smaller lines for the syndicate stores. But if you want to be successful with this line you must keep it well to the front—let the people know that you have the goods, and that you are there ready to serve them.

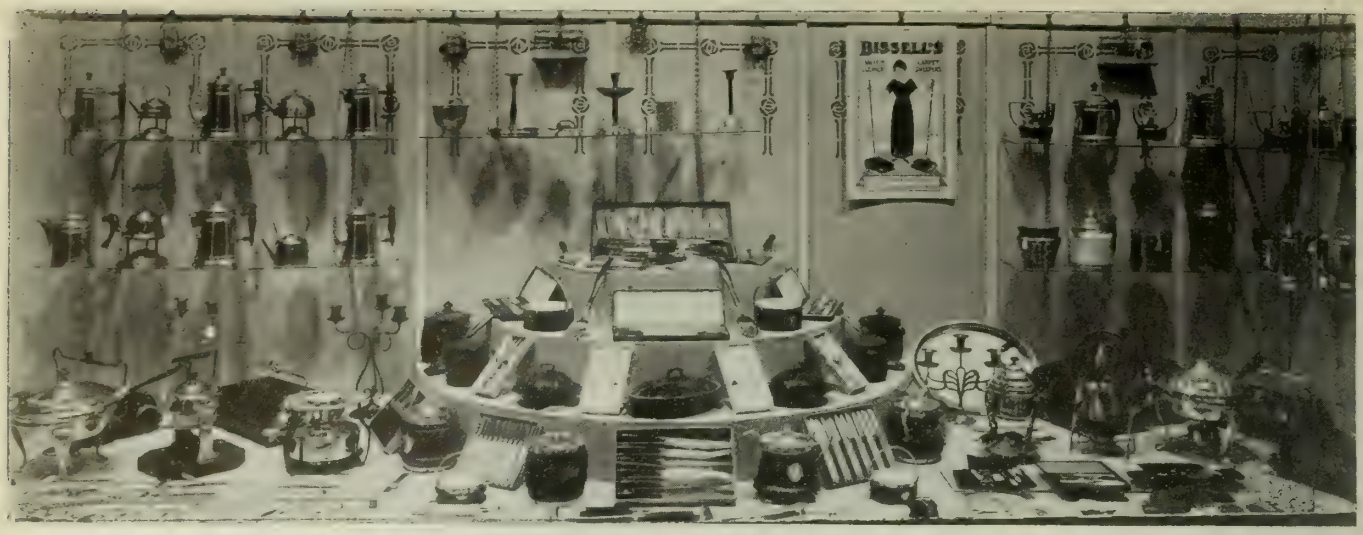


The above is a good example of a representative assortment of cutlery and hardware novelties effectively displayed in a small and narrow window. This display appeared in the store of Rutherford & Kayser, Simcoe, Ont.

Mechanics' Tools

During the spring, carpenters, machinists and other mechanics are frequently called upon to do work which requires new tools or the replacement of old ones. One of the best mediums of publicity for pushing the sale of tools is the show window. Tool displays are

This display shows how an effective background can be made by using wall board. This effect could be used to splendid advantage in a spring paint window display.



A very plain but effective lay-out. This arrangement with glass shelves suspended by chains could be worked out in paint window displays or in showing other lines. The background is made of wall board. The step arrangement in the middle of the window can be made at little or no expense, and on short notice. The above display appeared in the show window of Dunlap Bros. & Co., Amherst, N.S.

seasonable at almost any time of the year, but there are some tools, such as those used in building, fencing, repair work on farm implements and machinery, etc., which are in special demand during the spring.

Auto Supplies

Then there is the auto owner. In many districts in Canada most of the cars have been "laid up" during the winter, and are brought forth by their owners in the spring. The motorist as a general rule requires many accessories and other supplies when starting his car for the season.

The foregoing are only a few of many suggestions that could be made at present for spring window displays. Other suggestions covered in greater detail will be offered through this paper during the next few weeks.

There are some clerks who are rather timid when it is suggested that they arrange a window trim. This soon disappears after a little practice. The beginner can secure many ideas for following window trims as they appear in this paper. Cut out each reproduction as it appears, and save them up for future reference.

Building Successful Displays

At a convention of display men held in New York some time ago one of the speakers, John T. Witsil, of Brentano's book store, New York, gave some practical advice on window trimming, which, if followed, will assist the window trimmer in solving various problems which arise from time to time. His address was in part as follows:

"Window displays viewed from their construction may be grouped as an idea, a design, a picture, or a story.

"We will suppose a book is brought to us and the orders are given to make a window display of it. First of all, the reason for putting it into the window is to attract to it, to make people consider it, to cause them to stop for a moment in their walk up or down town, forget what is on their mind at the time, and cause them to come into the store and ask about it. To accomplish this what would you do? Will you create an idea, or make a design, or construct a picture, or tell a story? What will be the best thing to do with the book in question, taking event, circumstance, material and purpose for the display into consideration?

"I will give some personal experiences better to explain what I mean. When the book, 'Cab 44,' was brought to us and we decided to make a window display of it, we took the book, examined it, considered the things just mentioned, and built a window which made a hit. A wooden frame was made, upon which the books were put; the jackets were cut so as to spell out the letters about three feet high and eight inches wide, 'Cab 44.' This was an idea. Incidentally the publishers of this book, to back up our efforts while the display was on, secured an old cab, painted it yellow, the color of the cab in the story, dressed the horse in yellow harness and the driver in yellow clothes, had the number 44 painted in large black letters all over the cab, and directed the driver to drive slowly up and down Fifth Avenue.

"He did. No, I should say, he did not. Failing to secure some kind of a street-advertising license he was arrested and wound up in jail. I have never been able to determine the guilt or the innocence of the publishers. Intentional or not, it was a good advertisement.

"Several months ago we made a window display of a book called 'The Man of Iron.' It is a story of the Franco-Prussian War of 1870. I placed several French and German flags in the window to attract attention and then went home and prayed all night that some wild man would heave a brick through the window. Such an opportunity for publicity was too good. No brick went through.

"When a book called 'It Happened in Egypt' was brought to us, and considered for a window display, the examination of the book showed many possibilities for display, either as an idea, design, picture or story, but due to other things that were to go into the window, the fact of an idea, a picture, or story had to be dismissed. This book was published in the spring, just at the time when many people were considering the Southern Mediterranean trip, and as many of these people walk to their offices in the morning, south on Fifth Avenue, as a matter of exercise, the books were put in the window with all striking features of the arrangement facing north, to catch the eye of those walking south. This was a design.

"Recently the chiefs of fire departments of the larger and important cities of the world held a convention in the City of New York. Those attending came from almost all quarters of the globe. At infinite effort and trouble we gathered together many articles of intense interest relative to the history of fires and fire-fighting, photographs of noted fire chiefs, models of fire-fighting appliances and specimens of headgear and material used by the fire departments and brigades of other countries as well as our own. All these things and a complete collection of practically all books in print that had any bearing on the subject were displayed, crowned by a grouping of the flags of all nations. All this greatly interested the people who passed by, and brought many into the

store and warmed the hearts of the visiting chiefs. This was a picture.

"To explain what I mean by a 'story window,' I will describe a recent display of a prominent playing-card manufacturer. This window was to tell the passerby that in all the world there were no playing-cards like the ones made by him.

"First, scattered over the floor of the window were playing-cards, in and out of boxes. Five shapely plaster-of-paris arms held in daintily poised fingers a hand of cards; one hand held the cards used in an Italian game, another those used in a German game, another those used in a Chinese game, and so on. In the centre of the window was a large globe of the world slowly revolving. Above this, with widespread wings and outstretched neck, was a large eagle, holding in its beak a set of the playing cards made by this concern, and a sign telling all who looked, 'In all the world no cards like these.' This was a 'story window.'

Dennison's Elaborate Showing

"A more recent example of a story window was made by Dennison's, the paper-tag manufacturers, in one of their Fifth Avenue windows.

"The window was fitted up as a kitchen, showing a large range. On the stove was a pot used for stewing fruit. In the pot was a large stirring-ladle. Above the pot were several rows of shelves, and on these shelves were glass fruit-jars. In the jars were different kinds of fruits, and on each jar was pasted a paper label and printed thereon was the name of the fruit contained in the jar.

"Now, Dennison's do not sell stoves, nor iron pots, nor spoons, nor fruit, nor fruit-jars. But they do sell what the display subtly made very emphatic through the story it told, and that was printed paper labels to past on fruit-jars.

"I do not know that I can give any better ideas of what window displays are or should be than to describe these displays as I have. You must decide the best thing to do with the material you want to show. Each one of these four windows of ours was successful, in that it brought people into the store to purchase the books displayed.

"As for the method of building a window and the personal requirements; first of all the window-dresser must be one who can handle a hammer and saw as well as being able to build a bridge out of toothpicks, and no matter what happens and how much he sweats, no matter what the burdens of suggestions, or demands are, he must not get discouraged. He must be prepared for anything. A little swearing now and then will serve to relieve the strain.

"I am frequently being advised, when I hesitate for a moment or two in an endeavor to think just what to do, by something like this: 'Oh, it is easy! Just make a pile of them in the centre and build the other things around.' Sure, it's easy! So easy that if we get away from the store before one o'clock we are lucky.

"Eliminate as many corners in your window as possible. By this I mean that the window that is oblong or square, with four right angles, is easier to work with than one that has obtuse angles, or has injected into its construction pillars, either square or round, that add to the number of angles that have to be taken care of to enable you to get the best effect."

Revolution Will Help Develop Trade

Canadian Manufacturers Urged to Communicate With Russians — Revolution Hastens Development of This Nation of 200,000,000—Gives Added Value to Governmental Efforts to Foster Trade.

THE spectacular but none the less highly practical revolution has focused anew the already aroused attention of the world on that sphinx of modern European civilization — Russia.

The promise of increased activity in all departments of Russian military and industrial life held forth by the turn events have taken, indicate the necessity of a more thorough comprehension by Canadians of Russian aims and needs, if we as an industrial nation are to benefit by the new turn of affairs.

An instrument to effect this end lies at hand. The Russian Purchasing Commission of which Col. Kovaleff is the head, opened offices a few weeks ago in the Standard Bank Building at Ottawa for the purpose of getting in closer touch with those Canadian manufacturers who desire to trade with Russia. HARDWARE AND METAL understands that this was done as a result of strong representations made by the Canadian Government, to the Russian Government.

Seeking Manufacturers

The announced policy of the Commission is to get in active touch with all classes of manufacturers. The Department of Trade and Commerce is also co-operating to this end.

Although the Commission is mostly concerned for the present with the needs of the army, the latter are so diverse and so dependent upon adequate supplies for all kinds of industrial activity that all of the principal manufacturing interests may expect to find a market here. And when peace comes the current of trade will very naturally flow in the normal channels of commerce again. So the present offers a rare opportunity for laying the foundations of a big trade on the soundest of foundations with two great governments giving their fullest support.

Hardware Lines Strong

HARDWARE AND METAL understands that after agricultural machinery, machine tools and associated lines offer the best demand, and the hope is expressed that this fact will be taken into consideration in the plans of Canadian manufacturers of such lines. However, even in hardware the demand is not confined to this class of goods. In a country of 200,000,000 people more notable for agriculture than manufacturing and who as a nation are just beginning to awaken and feel their muscles so to speak, there is bound to be a big market in all the regular lines. The fact that a huge railroad development is part of the after-the-war development now planned is in itself the basis of the most optimistic hopes

"Do in Rome"

Those closely in touch with the situation however, are most emphatic in stating that if we are to get and hold our share of the trade offering, we must now plan to develop relations along lines that suit the Russians and most distinctly not the Canadians. In other words our representatives must be sent there: (some are already there) men who already know or who are prepared to learn the language and who will even more readily study the customs of the country and adapt themselves to same. A keenly sympathetic view point is thought to be the most essential part of this relation; that is a friendly and uncritical attitude must be indulged in.

German Russia

Otherwise the country will again re-

Continued on page 144.

Cracking Up One Idea in Advertising

Thorough Belief in Limiting Ads. to a Single Point, and Hammering it in — Use of Illustrations and Prices—Has Over 150 Changes in a Year—Getting Outside Help to Avoid Sameness—Giving "Layout" to the Printer.

Written for Hardware and Metal by Manager and Ad. Writer in successful Hardware Store.

WHAT I might call my first principle in advertising is a "single idea" ad.—that is, emphasizing a single article or a single group in each ad. I crack up one thing a day, and I find it pays far beyond the other style of advertising that loads up on a dozen or a score of lines.

If you concentrate on one article, your ad., to my mind, is far more impressive. The reader remembers one thing, where he wouldn't a dozen, and he's more likely to call on you for it if it catches his fancy.

Some merchants say, "Oh, I can't afford to give up my whole space to one thing; it isn't worth it. Why, that would only give me a chance on six articles a week."

Three Changes a Week

But carry it farther, and it gives you over 300 a year, or, as I apply this rule, I have an agreement with the paper for three changes a week, and that means over 150 times a year. Of course, where a store has only a weekly paper, there is not the same chance.

Connects Item With Firm

This use of one idea doesn't mean, either, that you are before the public only once for each line in a year. Take garden tools, for instance. I play up this line, say, two or three nights in succession. My ad. reads: **GARDEN TOOLS**—at the top, and, say, **MACLEAN HARDWARE CO.** at the bottom. The two ideas run together in the mind of the reader, and weeks afterwards a man or woman who wants garden tools says, consciously or unconsciously, "GARDEN TOOLS MACLEAN HARDWARE CO."

The single idea appearing in an ad. lives far longer in the memory than if you had a dozen or more contained in a small space.

Each Stands Out Better

It is obvious, too, that the one-article principle allows of far greater display for it than if there were half a dozen; hence it stands up and stands out more strongly in the paper.

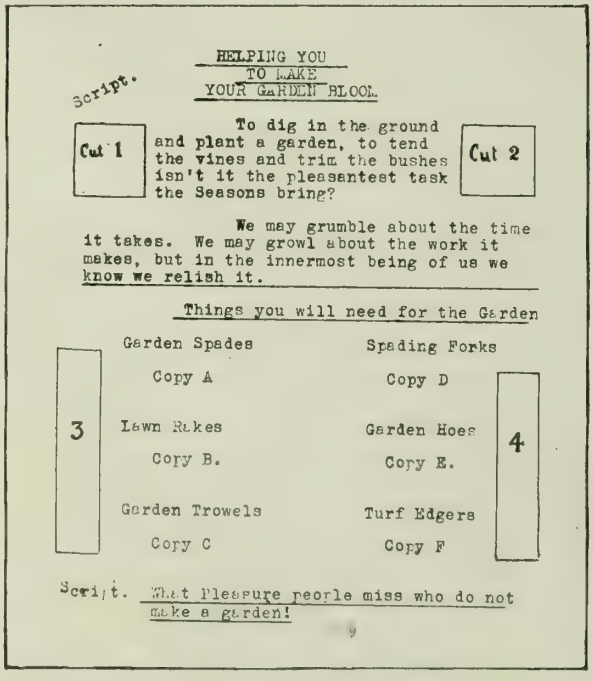
Now to illustrate this idea: Here is one ad. before me, with the two words in large display type (36 point), SCREEN DOORS, covering the 2-col. width of my ad. That stands out as the most prominent idea in the whole page of the paper. (I use the same position each day, by the way, on a local news page.) In connection with this are five illustrations: one with $1.25 under one; $1.75, $2.25 and $2.50, and 25c to 45c under a window screen in the centre.

Persuasive Introductions

Nothing else except screens, for door and window.

At the top I used this introduction:

Now is the time to put on the screens—in one line; and Don't wait until the flies come. Put them on now and keep them out—in the next two lines.



Layout for the Printer

This serves as a guide to the newspaper and should be made out with every ad., underlining what you want displayed, numbering the cuts as well as indicating positions. The four cuts are HARDWARE AND METAL *electros and the writer of the article declared they made a big improvement over a similar ad. used the year before.*

Then follows a description:

Our doors are made of Selected Pine, 4-inch Stiles. Grained Quartered Oak. All Doors shown Varnished except $1.25. Only the best quality of wire cloth used.

Under this is a display heading: **Window Screens,** and below the cut of these, descriptive matter. Under this is a small display line: **We sell wire cloth,** with the sizes following.

At the bottom just above the name of the firm are the words in script: **The above prices include fittings for hanging.**

Take another ad., dealing only with wringers and washing machines. The introduction to these was the expression:

Everything to Make Wash Day Easy
Mop Wringer

and then a cut of a wringer at the left side and a washing machine on the right-hand side, and down below at the left again, a regular clothes wringer cut and descriptive matter.

Now, here, let me enforce three points in which I am a very strong believer; Live Descriptive Matter, Cuts and Prices.

Live Descriptive Matter

1. The first is one of the points the big department stores and the Mail Order houses can teach most of us: they use very attractive descriptions of their goods; not only praising them in general terms, but going into details such as every customer would be anxious to know before he decided to buy. We are apt to let it go with vague phrases: "Fine," "excellent," "best in the market," "durable," "model of cheapness," etc. All these things mean nothing. What counts, it seems to me, in an ad. is what counts in selling; bring out the reasons why they should buy this particular article in preference to any other.

To illustrate:

Outstanding Point of Wringer

Take this same ad. on making wash-day easy. Here is a special brand of washing machine,

the ——. (I suppose HARDWARE AND METAL would object if I gave the name here.) What point stands out on this, different perhaps from other wringers? I try to point out in this way: "**A big improvement on the old style. It has a permanent iron-bound rigid wringer stand which any wringer fits.**"

Following this, I use an argument for buying a washer; perhaps, indeed, it would have been better to have used the general argument first:

"No labor-saving device has brought more relief from the drudgery of household work than a good washer."

In the case of the wringers, I note: "The backbone of a clothes wringer is the Quality of its rolls. The wringer illustrated has a 3-year guarantee."

Two "Household" Lines

One day I featured a couple of lines under the display heading in caps:

Useful Household Articles.

The two articles chosen for the ad. were an Aluminum Clothes Sprayer and Cherry Seeders.

The descriptive matter with the former was:

Fits any ordinary bottle. For dampening clothes, sprinkling floors, or spraying delicate plants, 10c.

As for the other, the ad. said:

Takes the stone out perfectly and quickly, and does not spoil the shape of the fruit. Quickest and best little Household Seeder on the market. Price, 15c.

And I added, in smaller type, this invitation:

Ladies will do well to visit our Kitchenware Department. We have many useful and labor-saving devices.

Two Lines of "Fire Sets"

At a later period of the year we were showing Fire Sets, and our ad. ran under a display head: **Grate Fires.** The gengeneral introduction, to work up the reader's interest, ran thus:

Grate Fires

Are a real home joy at this season, and are much enhanced by attractive fireplace furnishings. Our showing is extensive, and novel designs, beautifully finished, are a feature.

There followed the two items: **Fire Sets** and **Brass Coal Hods,** in each case a description being given, and the price, $5.50, $6.00, $6.50, and $8.50 for the one, and $5.50, $6.00 and $7.50 for the other.

So with the most commonplace article I try to pick out the features that distinguish this, the "taking points," as the travellers call them.

Cuts Make Ads. Snappy

2. As to the use of cuts in ads., I have no two views on that. For me, it is cuts every time, if you can get them. I have tried out an ad. without them one year, and put them in next year, and been almost surprised at the life that a single cut gave to the old ad. As a matter of fact, a cut, I think, carries three or four times the weight of reading matter. We have only to consider the Mail Order catalogues to appreciate this; they are loaded with cuts, and they are very, very seductive.

AD. WRITER'S SUGGESTIONS

1. Keep to one idea in each ad., not necessarily a single article, but articles that suit that idea, e.g., "Garden Tools."
2. Repeat the ad. once or twice, for emphasis, but get in a new one on an average of three times a week.
3. Use a good cut whenever you can.
4. Under it put descriptive matter containing best "talking points" about that article,—just as a salesman might.
5. Play up prices whenever possible.
6. Lay out your ad. for the printer.
7. Keep the same position in the paper next local news.
8. Have a prominent type for the firm name, and use the same all the time to make it familiar to the public.
9. Get some one else now and then to write up an ad., so that the ad. won't be simply "you" all the time.

Used "H. and M." Electros

You will be interested in one point here in which HARDWARE AND METAL is concerned. Two years ago I made out an ad. to run just before the 24th of May, and headed it: "**A Popular Holiday Programme for Mr. Householder.**"

Then I broke up the next line with three sub-headings:

Cut the Grass.
Dig the Beds.
And Trim the Bushes.

So far, so good, but I had no cuts to fit into the garden spades, lawn rakes, garden trowels, and so forth, in my list of garden tools, and my ad. went in without any cuts.

Had Relative Write Ad.

Next year there were two radical changes in my 24th of May garden ad.; in the meantime I had secured four electros from the HARDWARE AND METAL service, and a relative of mine was visiting me, and I handed the subject over to her.

The result was a great improvement on my previous year's ad., both in wording and in the use of the illustrations.

I do not want my ads. to represent my ideas all the time; whenever I can I try to get suggestions from others for phrases and arguments.

Invariably Quote Prices

3. As to prices: quote them whenever you can. They answer an instinctive question of every reader—one of the most important, as well as satisfying ones: "How much is it?"

The price often decides the sale, and an attractive price is often your best salesman. Don't be afraid to quote prices, lest your competitor will see them, or your would-be customer tries next door and gets a lower one. It's up to you to be able to give as good value as your rival; and, in any case, quoting prices serves to inspire confidence in you as a same-price-to-all store—another of the strong points, by the way, of department and Mail Order advertising.

Not, Perhaps, on Enamelware

Let me raise one point here where there seems to me to be an exception to this rule created by the phenomenal conditions since the war began. You may have laid in a lot of enamelware and be able to sell that dish for 85 or 90 cents, where it was 75c before, while I did not, and must get, $1.25 to clear me. In this case I would not favor playing up my $1.25 price. But these are exceptions.

Fix "Layout" Yourself

Let me close with a suggestion that you do not leave the make-up of the ad. to the judgment of the printer; lay it out yourself first. You know what you want displayed better than he; where the cut should go, what style is best; and if not, it would be well to practise on it. I am illustrating a layout here, the one that my visitor fixed up for me, and the one, too, with HARDWARE AND METAL cuts.

LAYOUT OF SCREEN AD.

The layout of the screen ad. looks like this:

Introduction

SCREEN DOORS

Cut No. 1 **Matter** **Cut No. 2**

WINDOW SCREENS

Cut

Description

Cut **Cut**

We Sell Wire Cloth

Name of Firm

Front Seats for Leading Spring Sellers

How Peterborough Stores Shift Goods Front or Back to Suit Season's Demands — Paints, Garden Tools, Coal Oil Cookers, House-cleaning Lines—Making Three-fold Combination of Show Cases, Windows and Ads.

THE hardware men of Peterborough fully appreciate the opportunities that lie before a carefully planned spring and summer campaign. In their own city there will be, as in all parts of Canada, the impetus felt towards the cultivation of the "back yard" as a consequence of the scarcity in vegetables this past winter. This livening of interest undoubtedly will call for a much greater demand for garden tools and Peterborough merchants are preparing to meet this.

The "Clean Up" and "Paint Up" campaigns will be to the fore as in previous years; then there is the appeal for the business of farmers for their farming tools and other needs that summer brings upon them when the harvest starts. Two others, one already begun by Kingan's, as will be seen by the window that appears in this issue, a sale of muskrat traps, and the pushing of coal oil heaters for camps, and coal oil burners for kitchens, in city and in country alike, in the face of high coal and wood costs, will be referred to in their order later on.

The Spring Campaign.

Yes, the spring and summer campaign of 1917 is perhaps richer than for many years in its possibilities, and in connection with the visit of a staff member of HARDWARE AND METAL to this city a number of points that came up in conversation with its hardware merchants are illustrated herein, in spring views of store interior, window displays and newspaper advertising.

Enamelware Always on Deck.

Let us go together into one store, a view of which is shown, and we see two points of seasonable importance. All along the right hand side from the entrance for some distance back run shelves of enamelware. The manager, Mr. "Bob" Matchett who, by the way, eschews the "Mr." back from the war since the death of the owner of the store, Mr. Higgins counts that enamelware display as one of the strong features of this store, which has a big farmers' trade. The prominent position of these goods, well displayed, is one of the best selling mediums in this store.

Paint Display on Long Table at Door.

Of more immediate spring interest is a display fixture that was just being completed as HARDWARE AND METAL called. This was a table about 12 feet long with tiers for a display of paint. Underneath are pails, a big selling item in this district. Mr. Matchett pointed out that last year there were two smaller tables used that did not show up the goods as well and gave no room underneath for the quick-selling pails.

Working in with this was a paint window which will give place, or be used in connection with, varnishes and other "Paint-up" necessaries.

A little farther back and to the left were washing machines, hand and power, the latter "low pressure," to suit Peterborough waterworks conditions.

Bringing Up the Coal Oil Stoves.

Immediately to the rear of the paint section is a long line of stoves, the balance of the winter stock. These will be set farther to the rear very shortly and the oil stoves will replace them towards the front—both the heater and the cooking stove.

Coal and Wood Being so High.

"We expect to do a much bigger business than last year in both of these," "Bob" Matchett declared. "One reason is that as they become better known they get a stronger hold on people, but another special argument in their favor this year is the very high cost of coal and wood. We are going to push our sales vigorously this spring and summer, and will make use of our windows very often. We will show two or three, a cooker, 3-burner or 2-burner, or both, with the oven and probably set up a little heater near it. We found our coal oil stove windows were great sellers last year."

At Kingan's store there is quick action in taking advantage of seasonable sellers. The city, as many are aware, is the centre or rather the entrance to the Kawartha Lakes district, and there is a heavy summer tourist trade, to boarding houses, private summer cottages, and modest tenters, which in the fall changes to a very considerable crusade of hunters.

The show cases at the front of the store are changed constantly to fit into the ranging seasons. Now it is paints and varnishes, now fishing tackle or sporting goods, now, ammunition, and at times displays are made of mechanics' tools.

Windows as Best Sellers.

But it is in his two windows that Mr. Latimer, the manager of the store, places his supreme faith as selling agencies.

"There is in Peterborough a large transient element; not only of summer visitors and fall hunters, but mechanics and other factory workmen who shift

This is a housecleaning window of the Peterborough Hardware Co., of brushes only—and a broom—which made a strong impression, in a similar way to their ads.—in featuring one idea. A display of this nature also suggests an extensive stock from which to choose. Note the two semi-circular forms used as a background and at the side, above the mirror.

This is a view of Higgins hardware store in Peterborough, taken for this issue and showing a new stand for paints, a long table with tiers, for showing paint, and a space underneath for pails. Along the wall is enamelware, which is kept there all the year.

from here to somewhere else. Hence our windows count for more than anything else for publicity purposes. We fit them up with garden tools one time, with varnishes, with fishing gear, with hunting requirements, guns, ammunition, etc., and now as you see we have a window playing up traps for catching muskrats. Whenever possible we try to get in a touch that will make the goods seem in their natural surroundings''—and a reference to the window shown elsewhere in this issue will bear this out

Along this same line was another window used some time ago in Peterborough, where a rustic fence was shown as a background, and a deer standing in the gateway with real boughs above his antlers. The goods, guns, and ammunition, were set out in front.

Wheelbarrows, Rakes, Hose, etc.

Sometimes Peterborough windows show wheelbarrows, rakes, watering cans, hose, etc., for a selling of garden tools.

Only one of the stores visited is a regular newspaper advertiser, the Peterborough Hardware Co., and some comments on their ads. are given in connection with the illustrations of these.

Kept His Show Cases Unchanged.

While on the subject of windows and ads, there might be introduced here a statement by the manager of a hardware store to the writer recently. He was referring to a change in his system of show case displays.

''A traveler for a show case company came in here the other day and remarked, 'Why you've the same stuff in your cases here that you had when I was here before. Why don't you change them?'

''It never struck me that way before. We wouldn't have thought of keeping our windows the same, week in and week out, nor our ads., but here we were, with the same show cases for months at a time. Why shouldn't there be the same reason for changing them that there was for the windows and ads?

Change Cases With Windows.

''So we have adopted a new policy and if we show garden tools in our window, we dress up our show cases in the same way as to strike the notice of our customers twice instead of once. With ammunition in the window, we have a display in one or two cases inside, and often we have one window of one line, and show cases of the same goods, and on the opposite side we have cases fitting with the other window. Our ads. feature these goods at the same time, so we work in a combination of three selling forces—windows, ads., and show cases.''

IN a paper read before the American Electro Chemical Society, by Messrs. E. A. and L. T. Richardson, it is stated that copper bearing steels are without doubt more resistant to corrosion than Bessemer and open-hearth steels, or than the commercially pure irons or copper bearing irons, but pure iron is better than steel. The addition of about 0.25 per cent. copper to Bessemer or open-hearth steel results in an increased resistance of 300 or 400 per cent. The addition of copper to pure iron also results in an increased resistance to corrosion, but to no such an extent as the addition of a similar amount of steel. The addition of about 0.25 per cent. copper to a commercially pure iron results in the useful life being increased by about 20 per cent.

Retailers Need Follow Up-System

First Necessary to Have a Desirable List to Whom Advertising Material Can be Mailed —Form Letters and Follow-up Letters Can be Made to Have Strong Appeal —Newspaper Advertising One of a Number—Ads. Run by Retail Hardware Firms.

THERE are many forms of advertising which the average merchant thinks of only in a general sort of way but which if made a part of his business-getting policy would undoubtedly net him increased profits. When a merchant thinks of publicity he usually has in mind newspaper advertising, circular advertising, window displays or displays in the store interior. These are a very essential basis for the publicity campaign. But around these forms there should be a follow-up system that goes after the prospects in a scientific manner. For instance to make the advertising by circular or letter there should be a mailing list of selected names who are prospects worthy of expending postage on. There are from letters that will greatly assist in keeping the public advised of certain business items that will be of interest to them. Third, there are follow-up letters. Fourth, there are letter enclosures. A very valuable part of any business is to be able to use the mailing for collection purposes. Then when the publicity has brought inquiry it is still a further development to get the sale made, "putting it across," as theatrical parlance would say. These various items will be treated briefly under their separate divisions.

Compiling a Mailing List

A mailing list worthy of the name must be more than a mere collection of names. It should be an accumulation of those individuals who have an unquestionable use for your goods, can be influenced by your business appeal, and should be your customers. It should be a compact record of your prospective buyers. It should be the raw material out of which you are to make sales. Have this definition constantly in mind as you go about the work of putting names on your mailing list. Apply the acid test and let only those which show latent business opportunities be included. There are some aggressive hardware merchants who already have their mailing lists carefully compiled. One merchant in particular used the list to advantage in a fall campaign for the selling of stoves. The most advantageous way to keep this mailing list is on a card index system. It can be started in a small way and as the work develops the cards can be added. But how to get this selected list of names is a pertinent question. For retail stores in general the following list of sources will be valuable suggestion. Merchants may be able to add to the list as the particular needs of the community suggest. This list might be divided into present customers and prospective customers as follows:

Present Customers.

Charge Accounts on Ledgers.
Delivery records.
Alteration and repair records.
Payments made by check.

Lists of prospective customers could be secured from the following sources:

Rural mail lists.
Members of clubs, lodges, etc.
City and telephone directories.
Property owners' and taxpayers' lists.
Guessing and voting contests.
Exchange with non-competitors.
Payroll sheets.
County and city employees.
Automobile owners.

Form Letters

A "Form letter" is a letter designed to carry a message to a number of people in such a manner that it will receive the attention due a personal communication. It provides the one simple method by which you can communicate with a large number of people in a semi-personal way. In writing a form letter first get the central idea about which all other facts are to revolve. One idea to a letter is generally enough. If too many points are brought in the reader is confused. Decide what you want your letter to accomplish. If you want it to sell wire fence, bear in mind that you are dispensing wire fence, and not writing briefs on business life. Safety first in letter writing, consists in sticking to the main idea. Following is a form letter built around the idea of a hardwareman's sympathetic interest in his customer's welfare. Though an original letter it is conventional, it has no especial eccentricities and tells a warm, human story with a business basis:

"Dear Mr. Blank:

You probably have some precious little lives in your keeping. As a father you do the right thing by your kiddies.

A garden planted this spring will provide your children with wholesome vegetables. Food of the right kind will give your children plump bodies, pink skins and bright, active brains.

To make gardening effective all you need is a spade, a rake, a hoe and some seeds. We carry the ———— brand of garden tools, than which there is none better made. Our seeds are from the ———— Seed Company. They have the reputation that they grow.

And what is good for the children is also good for the grown-ups. If the little tots get wholesome body-building material from your own garden, surely grown-ups will be benefited in like measure. Besides you will find the time well spent as a healthful recreation.

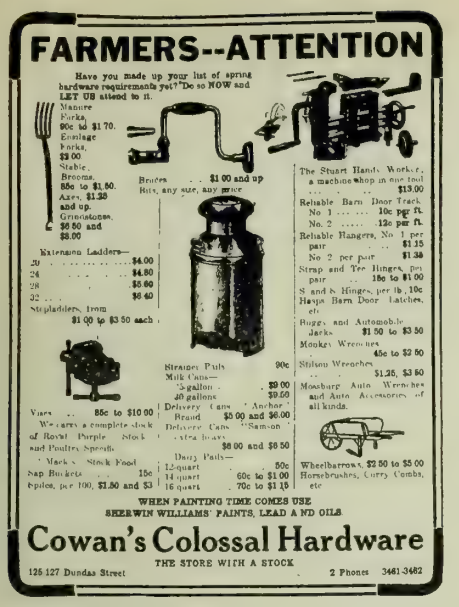
We press the sale of our garden tools and seeds upon you because we know that to benefit our customers we will also benefit. With the best of good wishes."

This is but one letter form. Every hardwareman could design letters that would apply to other items in his hardware stock.

Follow-Up Letters

The first requisite for success in any follow-up letter is a warm trail. The

Advertisement of the Baxter Hardware Company, Windsor, showing how staple lines can be made to have an appeal to the newspaper reader.



Advertisement of Cowan's Hardware, London, Ont., showing a telling display and an appeal to the farming class.

hound cannot catch rabbits where none exist. The trail may be supplied by enquiries developed through newspaper advertising, form letters, salesmen's reports, personal investigation, special mailing lists compiled to reach certain classes of prospects who should normally be interested in the product to be sold. The real follow-up begins only when it is know that a prospect may actually be reached. The failure of many follow-up campaigns may be traced to the fact that hunting is not good where there is no trail. Mailing lists are worthless unless they reach prospects—merely reaching people will not produce profits.

In one important particular only, the sales-letter differs from salesmanship by word of mouth—the spoken word is at all times subject to revision, explanation and correction, but the word once sent out in a letter is irrevocable, and cannot be changed. The salesman can afford to be spontaneous and frame his talk in accordance with the prospect's outspoken objections. The follow-up must foresee these objections. Before they arise and prepare carefully worded answers to all of them. The work of the salesman can be done on the spot. The work of the follow-up must be done weeks and months in advance if it is to be successful. It has been said by a noted St. Louis business man that "the success of any business man is 90 per cent. horse sense." That is all there is to writing follow-up letters. A business letter is not a political oration, and does not run to figures of speech. It is intended to be you on paper—your conversation, your arguments, your appeal, just as you would make it in plain words to a prospective customer in your place of business. And it takes time to convince on paper just as it does by the mouth. No sane, sensible business man would expect his salesman to land big business continually with the few words that can be typewritten on a sheet of letter paper. He expects his salesmen to talk volumes, and is satisfied if they land the business. But that same well-balanced business man will often send out one single letter, that could be spoken orally in three minutes, and expect it to bring results that hours of sales talk could not get."

As a concrete instance of the way follow-up letters work out. In one wide-wake little town, lives a man who has built up a world-wide business selling moth-proof cedar chests by mail. His opening letter sent in reponse to inquiries is chatty with southern atmosphere, and covers naturally all points of appeal. The second talks of the economy in the possession of a cedar chest, and speaks of its preservative value. The third tells principally of his trial offer. The fourth discusses cedar chests as a gift. The last letter is a complete and snappy summing up of all the arguments used before. This series always produces results. The point is that they are interesting—therefore they are read—and while the prospect is reading, the manufacturer is building up a desire for a cedar chest.

While the above case applies to one manufactured line and applies to the mail order business the same principle can be applied by any merchant in his own district with the added advantage that the customer can come into the store and look the goods over without the necessity of sending them by mail.

Letter Enclosures

A "letter-enclosure" should be made just as important a factor in getting business as a booklet, catalogue or advertisement, the only difference being in the method of its circulation. A great many sales have been made, and just as many lost, through the principal matter enclosed with correspondence. Irrevelant stuffing of the enevelope with a mass of "dope" does not tend towards sales results. The properly put letter which also contains an attractive enclosure is sure to get double attention and it will stand a better chance of being read if it is really worth reading. Then after the letter is thrown away or filed or forgotten, that bright and pleasing blotter, if it is kept, with its message from the advertiser stays with the prospective customer. Enclosures might take the form of booklets, leaflets, form letters, folders, calendars, posters, price lists, discount sheets, announcements.

Making Collections by Mail

While the primary function of the collector is to get the money, the ways and means of doing it must be carefully considered in order that the tree may not be damaged in gathering the crop. There exists between the debtor and creditor a bond of mutual interest and obligation which works to the advantage of both, if faithfully observed and respected. You should insist courteously, kindly, but none the less firmly not only upon payment of your accounts but upon payment when due. Avoid threatening letters until you have tried every other way. Suggest rather than urge—don't be too arbitrary—you can't afford it. One of the things having an important bearing on this result—and one that is frequently disregarded—is a prompt mailing of statements on the first of the month. Following is a form of letter which might be used after the statements are mailed and a sufficient time has elapsed for the merchant to be sure the customer is somewhat slow. This letter is firm without being offensive. And what is more to the point, it has been used most effectively by a prominent retailer noted for his success in making collections:

"Dear Sir:

You notice that the enclosed statement is a little past due. It's so easy to let matters of this kind slip one's attention, that we feel sure you'll be grateful to us for calling your attention to it. We're so sure you simply overlooked this that we suggest that you attend to

(Continued on page 142).

Advertisement of the Purdom Hardware Company, London, Ont., illustrating effective publicity for the spring hardware business.

How Lead Products are Made

Lead Pipe Appears to Grow by Itself, and Lead Traps to Writhe Themselves Into Being—The Making of Lead Plate Described—The Manufacture of Wire Solder and Lead Foil Described.

From information gathered in a visit to the plant of the Canada Metal Co., Toronto, by a Hardware and Metal Representative

THESE are modern days, and probably the bath room is the very best evidence of this modernity. Now lead pipe is just as essential to a bathroom as is a piece of soap probably more so. You were brought face to face with it every day. You could safely venture the guess however, that out of every thousand persons who have seen a lead pipe about 50 per cent. would not have the very faintest idea as to how they were made. Probably 97 per cent. of the remainder would have a dim idea flickering about in their brain, that because they were made of lead they must be moulded in some way. That leaves one person in a thousand, who possibly like the writer has had the opportunity of visiting a modern metal plant, and can therefore look down from a lofty pinnacle on the others who either know nothing, or who know something that is not so.

There is hardly a hardware man or hardware clerk in the country who does not almost daily sell lead products, pipes, plates or solder. It looks therefore as though there might be a certain interest for the hardware man in some discussion of the ways these lead products are made.

Watching Lead Pipe Grow Before Your Eyes

Take lead pipe for instance. In one of the illustrations is shown a lead pipe machine in operation. The machine is not a particular imposing affair, but there is something very mysterious for the novice in the way in which the lead pipe simply seems to sprout out of the top of the machine. Lead pipe simply grows before your eyes without any particular activity on the part of the workmen at the machine to give any semblance of reason for the growth.

The explanation of this seeming phenomenon is simple enough. The machine simply consists of a reservoir for holding molten lead which is kept heated in the small furnace seen in the cut beside the press, and is fed into reservoir as required. The bottom of this machine is a hydraulic press that forces the molten lead through a die. This die permits the lead to pour past only in the form of a tube. The lead passing through the confined space is cooled and solidified and gradually ejected through the die opening in the top of the machine.

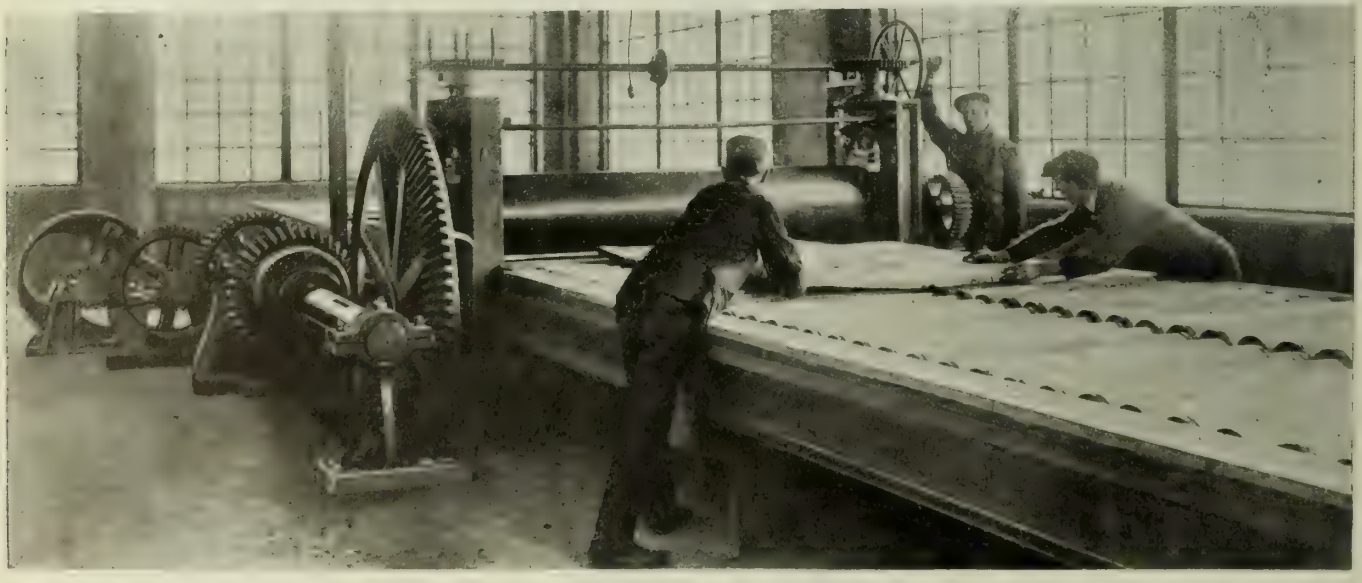
The machine illustrated herewith is disgorging a pipe a full 12 inches in diameter, probably the largest type of lead pipe made. A 12 foot length of the pipe weighs 542 lbs. This same machine by the substitution of a different type of die can be made to produce a 32 cord pipe probably the smallest lead pipe made, something smaller than the average telegraph wire with an opening about 1-32 of an inch in diameter. It is easily seen then that these machines are capable of an enormous number of uses. As a matter of actual business practice of course it would not be entirely a paying proposition to have to make these numerous changes, so a goodly number of machines are used to make certain definite styles of pipe.

Difference Between Lead Pipe and Waste Pipe

Technically lead pipe is sold in rolls of approximately 175 pounds. It runs in calibre from ¼ inch to 3 inch and in four grades, light, medium, strong and extra strong. The difference in these grades is a difference of wall thickness which naturally makes a material difference in weight, for instance, a one-inch pipe would weigh 5, 6, 7, and 8 pounds per yard for these different grades, owing to the different thicknesses of wall.

In what is known as lead waste pipe a different system of handling is adopted. Because these pipes average as a rule larger in size running from 1¼ inches to 12 inches in diameter it is not generally feasible to sell this pipe in roll. For one reason the weight would be too great. The system with the waste pipe is to sell it in eight foot lengths, which is the standard size for waste pipe.

These lengths are simply cut off with



Rolling sheet lead from the original casting. From the casting shown it might be rolled out to some 20 feet in length.

a saw as they come from the machine a standard being set above the machine so that the cutter can see when the required length has been reached.

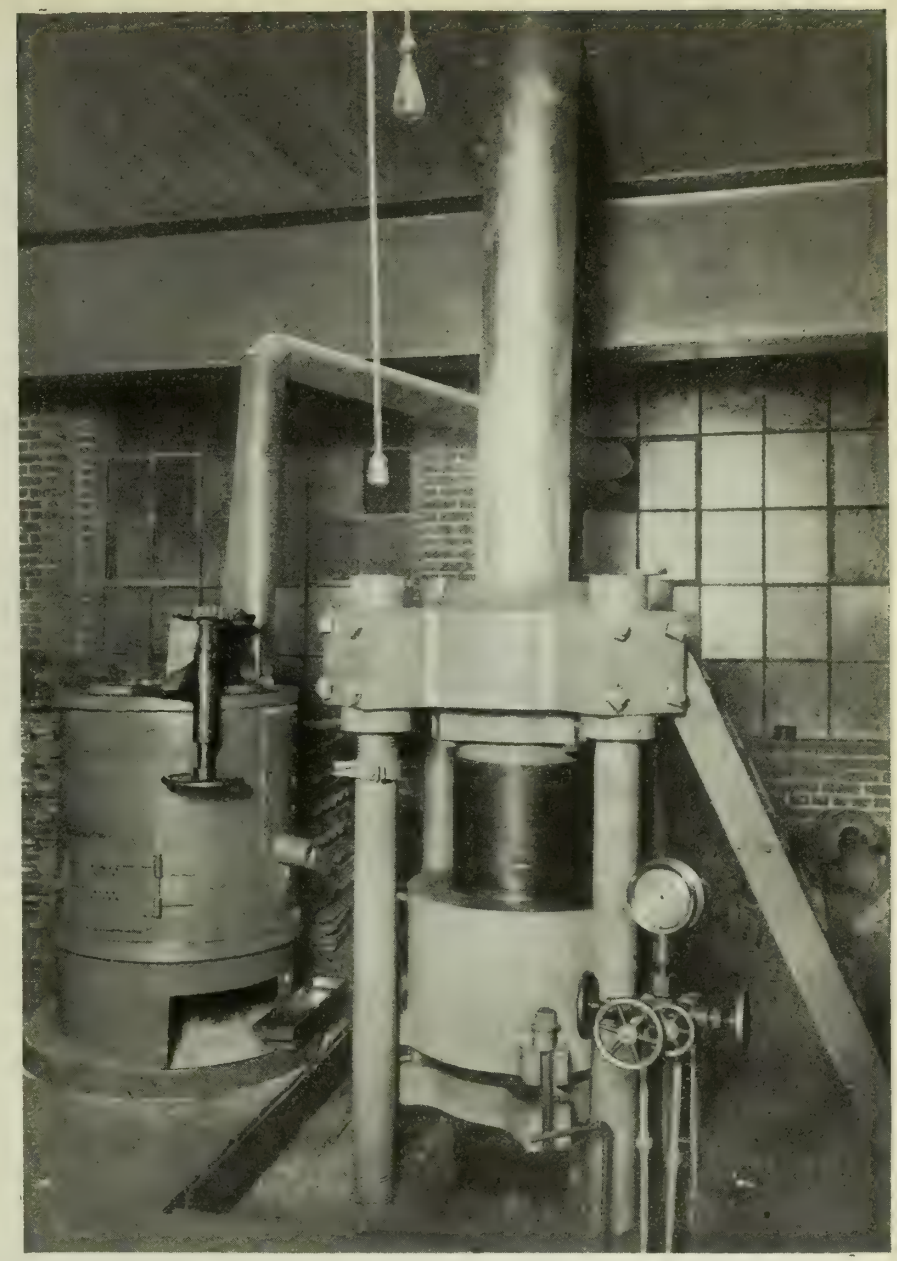
The Making of Lead Traps

Everyone has noted the peculiar turn on the waste pipes of wash basins. Probably it took some kind of a leak or a stoppage to focus your attention upon this particular item, but there are always enough of these in a lifetime to assure the fact that everyone will have at least one good look at the traps, usually a very good and careful examination too, lying uncomfortably on one's back.

Don't get the idea that the plumber twists this pipe out of pure contrariness, it is twisted for a purpose and it is twisted long before the plumber gets it.

It has been described how the lead pipe sprouts from the top of the machine. In making these traps the outcoming lead pipe behaves more like an annoyed snake than anything else. The machine in which these are made though working on the same principle as the one described above is somewhat different in shape. The two big drums that appear in the illustration lie at each side of the mouth of the machine, if such it may be called. Instead of one hydraulic press driving the molten lead from below, there are two such presses one driving from below the other driving from the side. These two presses are controlled by a lever in the hands of a workman at the side of the machine.

After the molten lead has cooled to a certain temperature for it must be at a certain temperature if the pipe is to be properly made, this temperature being shown by a gauge in front of the leverman, the lever is pulled in one direction, this sets the first press in motion. Pressure is brought to bear on the molten lead and the pipe begins to grow above the machine. When about a foot of this has been produced the lever is again moved the straight pressure shut off and the lateral press comes into operation, at once the pipe seemingly by itself begins to turn over in a hoop. When the particular curve required for the trap that is being made has been reached, the straight pressure is again applied and the lateral pressure shut off and the trap grows straight out again. When it has grown about a foot above the machine another workman deftly saws it off above the machine, and the trap except for the opening in the bottom which is later affixed by hand, is completed. There are six different forms of traps known as the "Full S", "⅜ S" "½ S" or "P. trap," "running trap," "running V," and the "Bag trap." In addition to these, there are bends. All these varieties can be made at will by the operator, by a manipulation of the different pressures. It is a simple enough process as described. But to stand and watch this lead pipe to all appearances just shaping itself into the shapes desired, gives one the strange impression of having watched a thing manufacture itself.



Lead Pipe-making Machine—a 12-foot length of the 12-inch pipe shown at the head of the machine weighs 546 pounds. The machine at the side is the crucible for melting the lead.

The Making of Wire Solder

Everyone is familiar with the long sticks of plumbers solder, but the solder in wire form is not possibly so well known though it is extensively used by canners, electricians and munition makers. For this latter work a special high-grade is employed.

This solder strange as it may seem is made in a similar way to lead pipe. indeed by the substitution of different dies even the machine illustrated as making a 12 inch lead pipe could be adapted to making wire solder. By means of the hydraulic press this solder material is forced through the small die and comes out a long thin wire. The only difference is that in place of one wire being made at a time, the writer saw 18 wires all being produced by the one machine at the same time. These wires are carried up to the roof and over rollers which conduct them to a row or drums where they gradually collect. Once there is a sufficient amount collected the drum is taken to a machine which winds the solder in reels. At least the lighter wire solders for electricians and glaziers are so handled, either in ten pound spools, 25 pound coils or 100 pound reels. The heavier

canners' solder comes in triangular square, oval, small oval and round shapes, and is packed in 100 pound cases or 250 pound kegs.

Making Sheet Lead

There is still another interesting phase to this metal manufacturing business the making of sheet lead. Here again there is no great complexity in the process though there is an infinite demand for care in producing the different grades of sheeting, and the different sheeting alloys. For instance in making antimonial sheet lead, in which a large business is done with British Columbia, great difficulty is experienced because of the intense hardness introduced into the metal by the presence of the antimony. Under these conditions the most minute care is required in rolling to see that exact pressure is maintained otherwise the whole texture of the metal will be destroyed.

Lead First Cast in Heavy Plate

But to start with the process of sheet lead making. In the rolling room there is a huge caldron in which the pig lead is melted.

When this lead has become a molten mass the wheel governing the spout of the caldron is turned and the lead is poured out into a mould that casts a block of lead about four feet wide, six feet long and two inches thick. This is the rough material from which the sheet lead is rolled.

When this block has cooled sufficiently it is placed on the long tramway, the floor of which is a series of rollers, that feed the block between the immense rollers. The process of rolling out these sheets takes time as only so much pressure can be exerted with every rolling. A gauge with an indicating needle shows just now much pressure is being applied, and with this pressure increased as the plate moves back and forth through the rollers the comparatively small sheet is ironed out into one immensely larger The exact size of a sheet will of course vary with the thickness but a sheet of say 1-16 of an inch in thickness, and weighing 4 pounds to the square foot would range roughly 5 feet by some 20 feet. It is a notable fact with lead that while under pressure it stretches remarkably in length, it changes very little in width.

How the Sheet is Sized for Market

When the sheet has been rolled out into the required thickness, the rough edges are trimmed and it is then ready to be cut up into required sizes. It used to be the custom when a plumber needed a flashing of sheet lead, for him to send in to the shop and have it specially cut for him. In this way every order meant a special cutting, and of course materially increased both the cost of the work and the wastage. Now these flashings are cut in lengths of varying width; 17, 18, 19 20 and 22 inches are the standard widths, with a length of some 140 inches. The plumber finds the width that suits him best and buys the roll. In that way he can use what he needs and knows exactly what amount he has left. In this way the item of wastage is reduced to a minimum. The plumber cuts the sheet as he needs it, not a difficult matter as the lighter sheets will tear like cotton.

Of course there is a great variety of weight and thickness in this sheet lead ranging from 1-60 inch which weighs 1 pound to the square foot to 1 inch in width with a weight of 60 pounds to the square foot.

Lead Tin and Aluminum Foil

There is another variation of this lead sheeting, and that is the still finer grades of sheeting that go under the name of foils. This lead foil is familiar to everyone in the well known form of package tea covering.

While made on different machines and rolled from considerably smaller castings the operation of making lead foil is an exact duplicate of the process of lead sheet making. The only difference is that it is rolled to an almost microscopic thinness. Foil is made of tin, lead and aluminum, in each case the actual process of operation is similar, but owing to the different textures of these varying metals, they each require separate treatment. Lead will stand a greater degree of pressure, for instance, than the harder tin and aluminum, and so the gauging of the pressure required is a very delicate part of the operation of making foil.

The intricate composition of the metals and combination of metals requires a very thorough understanding of the raw material. That there may be no flaws creep into the manufacture that are avoidable, a very complete laboratory is maintained where the different metals and amalgams and alloys are examined and their peculiarities established. In this way the very last word in scientific knowledge goes hand in hand with the latest mechanical equipment, in producing a product as nearly perfect as human skill and ingenuity can make it.

"Let There Be Light"

How a Hardwareman Brought Electric Power to His Community—Public Spirit Led Him Into Undertaking Which Worked Out Well in Regard to His Business—The Story of a Brisk Outside Campaign

Jos. H. Bundy.

THIS is the day of the outside man. The old idea that the executive, the manager, the business man is an important personage who sits behind a mahogany desk and has his underlings go out to interview customers has long since been discarded. To-day, the manager gives as much of his detail to assistants as he safely can, cleans up his desk and gets out! He goes out and calls on his customers, meets his competitors, keeps in touch with business development, and **acquires an outside viewpoint on his own business.**

It has sometimes been said that the retail merchant should not leave his place of business; that he can do better by staying on the job and seeing that customers get a good service. There is something to be said for this, if the merchant's outside efforts consist purely and simply of canvassing tours to sell certain lines of goods that he is carrying. Opinions differ on this policy that has been termed "outside salesmanship." But there are other lines of endeavor that a merchant can take when he sallies out among his townsmen—lines that react in a practical way on the business that comes to the store. Listen, for instance, to the story of Joseph H. Bundy.

He Wanted Power

Mr. Bundy is a hardwareman located at Pickering, Ontario. He does a good business, a substantial portion of which

is with the farmers from the surrounding district. But Mr. Bundy was not entirely satisfied, either with the business he was doing or with Pickering itself. Pickering was limited in its possibilities of growth and development by the fact that it lacked electric power. The nearest power available was in the town of Whitby. Now, if a small place has ambitions toward growth there is only about one thing to be done and that is to get a live industry or two. A new factory means new population, which means business for new stores or more business for old ones. Get a new sawmill or a furniture factory or a canning concern located, and after a while there are more people in the stores, more automobiles passing through, a brisker, brighter air generally.

But what chance had Pickering of landing new industries when there was no electric power to offer? Exactly the chance that the town off the railway line had fifty years ago. To be brief, no chance.

Mr. Bundy realized this and it worried him on two scores. In the first place he was a patriotic Pickeringian and did not like to see his home town stranded by the side of the broad highway of Progress. In the second place, he realized that the growth of his own store was bound up, more or less closely, with the growth of Pickering.

So Joseph H. Bundy started out, as a first step, to get electric power into Pickering.

A Tour of the Township

He got into touch with the Hydro-Electric Commission at Toronto and secured the necessary authorization. Then he started out to tour the country on a campaign for power. This was in 1915, when business was more or less quiet in the store anyway. While he was out on his trips he left the store in charge of his clerk, who was capable of keeping everything running smoothly in the absence of his "chief."

Mr. Bundy used a motor car and canvassed the township thoroughly, from one end to the other. He saw every farmer within its confines and painted the advantages of electrical energy to such good advantage that he secured contracts from the majority of those he waited upon. In all, he got contracts from 250 farmers, selling a total amount of 1,500 horse-power.

This was indeed a remarkable record for one man. With the amount of business thus assured, Mr. Bundy was able to bring the Hydro-Electric system into the township and town of Pickering.

This is rather a bald narrative of a most unusual performance. For a merchant to keep his business running smoothly and at the same time conduct a campaign successfully for the whole welfare of his community, is a record performance. After this achievement, Joseph H. Bundy does not need any recommendations on the score of his ability as a salesman. His record speaks for itself.

Store of J. H. Bundy, in Pickering, Ont., a town of 900 population.

Other Business Came

Of course, the advantages that he reaped from his campaign were not confined to the successful issue of the power scheme. He established his connection with the farmers of the township more firmly than ever. His tour brought him into close personal touch with them. He called at their homes, had his meals with them, and got on a footing of real personal friendliness. They recognized that he was giving his time and his energies to a public cause in a more or less disinterested way. They appreciated what he was dong.

Joseph H. Bundy's name will always be associated with the successful campaign for power. In years to come when the farmers of Pickering township do all their churning by power, and milk their cows in their brilliantly lighted barns, they will associate the comfort they get out of it all and the increased efficiency of their results with the name of Joseph H. Bundy. If there is any gratitude in the human make, this enterprising hardwareman has earned for himself a heritage for the future in the shape of a vastly increased good will.

However, he got tangible results as well. After getting the men he called upon duly signed up on the power question, he had an admirable opportunity to sell a little hardware on the side. And he did so. Often he sold material connected more or less directly with the advent of power. In one home he sold an electric stove and five radiators. Similar sales, sometimes on a smaller scale, were a fairly regular feature of his tour. And, of course, he was able to line up business in straight hardware lines—fencing, binder twine, paint, etc.

When Power Comes

The culmination of his efforts will be seen this spring when the power is to be officially turned on. Mr. Bundy is planning to take advantage of this by handling a full line of electric goods. He is confident that there will be a brisk demand for all such lines as electric irons, toasters, heating appliances, stoves, etc. At any rate he is going extensively into these lines and intends to push them. He also plans to handle electric fixtures which should prove an eminently successful line.

Some Are Neutral.

An American just returned from Europe tells this story:

While riding from London to Liverpool in a railway coach it happened that he was alone in the compartment with an Englishman, who appeared to be deeply engrossed in the war news of one of the papers.

Thinking to start conversation, he said, in good old American slang, "Some fight, eh?"

"Yes, and some don't!" was the reply.

Display Space Made to Pay Dividends

How Merchants Have Made Money By Re-arranging Stock and Displays—Spring the Best Time to Make Profit Out of Displays—Good Advice From Manufacturer.

Written for Hardware and Metal by Thos. E. Hunt.

EARLY in June last year the writer entered a hardware store and asked to be shown an ice cream freezer. After a moments thought the clerk went to the back of the store and from under a large tool display rack produced a 3 quart freezer, dusty and somewhat dirty in appearance. "This is the first call we have had for a freezer this season," said the clerk, in a half apologetic manner. "We should have them on display up at the front of the store," he added, brushing the dust off with a feather duster and scattering it through the air. "It is a good machine," he said, "even though it does look rather dusty. As I only wanted a 2 quart machine I asked him if he did not have a smaller size. "Yes" he replied, at the same time digging in under the display rack and pulling forth another freezer, smaller in size but just as dirty looking and without a handle or crank attached. Another dive under the rack and he produced a crank which he forthwith proceeed to attach to the freezer, and which he only succeeded in doing after having considerable difficulty in adjusting a nut—difficulty he said at last, that was caused by a left hand thread. By this time I was becoming impatient owing a scarcity of time at my command, and as the clerk did not know the price, I told him I would try and call back later– result a sale lost.

Common Occurrence

The foregoing is not at all out of the ordinary. It is typical of happenings which take place almost daily in some stores. What is the reason for such apparent neglect? The chief reason is that many retailers do not make a study of the charges which should be made in stock displays to meet the needs of the changing seasons. Furthermore the merchants very often do not stop to figure out which parts of the store are most suitable for the display of certain lines of goods. Very, very often whether or not a merchant makes a success of a line, largely depends upon the position he gives it in the store.

Seasonable goods are frequently kept at the back of the store and have to be asked for. If the store is a long one the majority of customers never get beyond the centre of it. On this account all goods shown at the rear, whether seasonable or not are rarely seen by the bulk of the customers who visit the store.

The retailer who has made a study of modern merchandising, who has adopted the ideas suggested by the trade papers, and who has followed the methods of the large and successful department stores, is familiar, with certain principles which enable him to determine more or less scientifically where best to display goods in his store. In the first place rapid sellers should be in the front of the store. Goods which can be turned over quickly and carry a good margin of profit, should always be among those to receive first consideration.

The old proverb, "Goods well displayed are half sold" still holds good. Sales will drag if you "hide your goods under a bushel."

Poor sellers and out-of-season goods should be given a less prominent place. But in giving these goods a less prominent place, care must be taken not to hide them altogether.

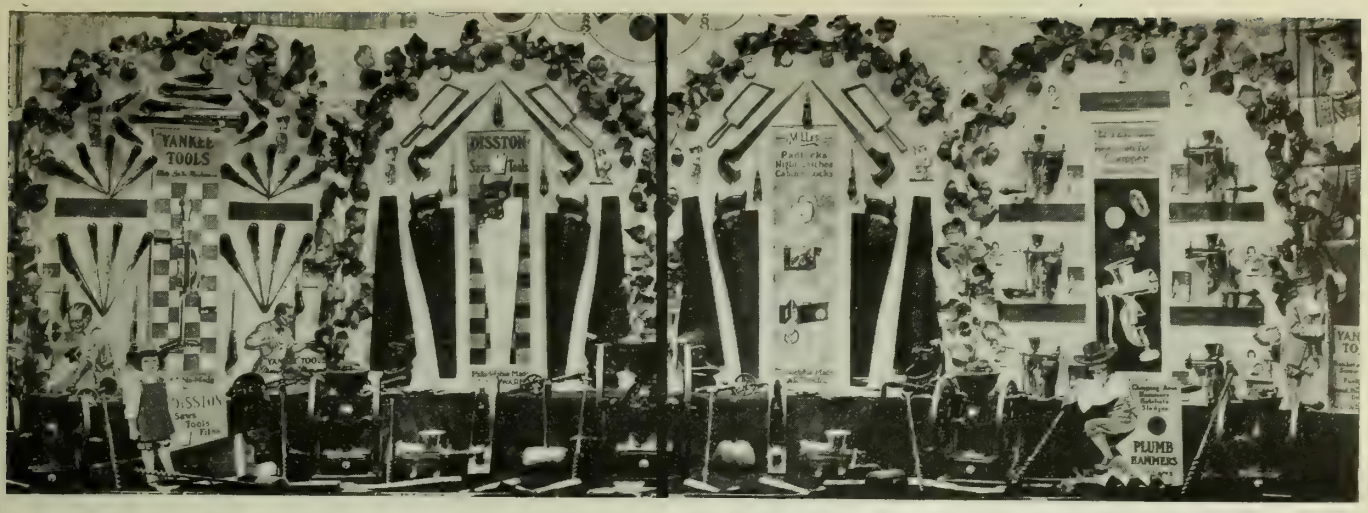
Clever merchandisers, such as the department and syndicate stores very often surprise their customers by shifting departments. In this way, goods that have been shifted from their accustomed place are brought into renewed prominence.

A writer in a recent issue of Printers' Ink in referring to the methods of some of the most successful merchandise stated that if a store is large, a favorite trick is to show the same line in various places in the building. If the thing moves slowly, this often stimulates the sale. If it is an item that turns rapidly, this frequently increases the turnover. If a product sticks on the shelves, the good store manager will keep moving it around from place to place until it seems to meet with the favor of his patrons. Occasionally a thing that will not sell one place will sell in another. Nearly all lines should be shown up in front at some time in the year.

Merchandise has news value. The weather, local events and dozens of other things influence its sale. The live dealer reads his newspaper for tips on what to feature. For instance, the fact that a fraternal order is about to convene in the city makes it advisable that certain items be shifted to the front.

Effective Use of Empty Windows

A hustling clothing merchant, in looking over the newspaper one evening, noticed that several stores in various parts of the city were for rent. The next day he went around to see them, and picked out five or six that were in suitable locations. He then called on the owners and made them a proposition, wherein he was to pay for the use of the windows until the stores were rented. The clothier's next move was to put a display in each of the rented windows. In one was put hosiery; in another, rain-



Window displays such as the above pay splendid divdends. The neat and practical arrangement of the tools will attract the eye of the mechanic. There is no evidence of overcrowding. The display was arranged by H. W. Parr, for the Fawcett Hardware Co., Saskatoon, Sask.

coats, and so on. Some such sign as this was shown:

"We rented this window so as to give the people over on this street some idea of the elaborate stock of neckwear on sale in our store."

This stunt was the talk of the city, and how it did bring into prominence the merchandise displayed in these extra windows. The story is told here because it shows the possibilities in this subject.

These principles and many others similar to them are fairly well known, but they are not always put into practice. Thousands of retailers never think of moving a department. It occupies the same old position year after year, regardless of the season, the change in styles or the vogue of the merchandise. Go into a number of stores in January and note how many of them still have Christmas goods in the front ranks of the display. How many dealers let summer wares linger in the front of the store until well into the fall! How few take advantage of a rainy day to show umbrellas near the front door or of a hot day to display appropriate merchandise on the most conspicuous counters! The live merchant is constantly changing his display to suit the weather, local events, the seasons, new stock arrivals and many other things. While making frequent, extensive changes in the arrangement of a store is not always advisable, the progressive dealer is making slight alterations almost daily.

Good Advice from One Manufacturer's Representative

This subject is of throbbing interest to manufacturers, but what can they do about it? Can they do anything to secure a better position for their goods in the dealer's store? The best answer to that question is to say that some concerns are doing it. Salesmen in their daily intimate contact with merchants have a fine opportunity to show their customers how the stock could be arranged to better selling advantage. Many stories could be told of how salesmen are doing this very thing on their own initiative and often without the knowledge of their employers. The representative of a candy manufacturer had been trying to interest a druggist in his line. "Nothing doing, son," said the pill-dispenser. "Candy is a dead one. Look at all the space I'm giving it and my sales hardly ever amount to enough to be worth talking about. I'm thinking of throwing the stuff out entirely."

"Let me give you some advice," said the salesman. "Your candy case is in the darkest and most inaccessible corner of the store. You can't expect it to sell. Put it where everybody will see it. I would suggest beside the entrance as a good place. You have that museum of gift goods there now. I'll bet a hat you don't sell an article a week out of the collection. Candy sells on sight. At this time of the year a larger portion of your patrons are more interested in confections than in gift merchandise. Let's transpose the cases and I know you'll have an order for me the next time I get around."

The suggested change was made, and as a direct result of it the daily candy sales of that merchant leaped five hundred per cent.

The incident illustrates what salesmen can do in showing the retailer the value of scientific stock arrangement.

The proprietor of a restaurant stocked a small line of cigars. He had them displayed in an attractive case, but still sales did not amount to anything. He had about decided to discontinue this sideline when he happened to mention his problem to the buyer of a department store, who had been in the habit of eating his lunches at the place. "Well, it is no wonder, Mike, you are not selling any," said the buyer. "Why have you got that case off there by itself? Move it over here next to the cash register. Put a neat little tray on it, and have your cashier place all change in this tray. You will find that many of your men patrons will take cigars instead of their change."

There was nothing unusually clever about that man's suggestion. It was just selling sense, but why had not the concern that induced the restauranteur to put in cigars told him something about the methods that would enable him to do a satisfactory business?

When a certain retailer came to the city on a buying trip, he complained to the sales manager of one of the houses from whom he bought that his turnover was too small. "I suppose the merchandise in the front of my store turns eight or nine times a year, but the stuff in the back of the room only turns about once, or perhaps twice," he said. "I often thought of renting a store one-third the size and of cutting down my stock proportionately. I believe I would do just as much business, and at a greatly reduced expense."

"I don't think it will be necessary for you to do that," said the sales manager. "I believe the thing for you to do is to make the back of your store just as inviting as it is possible. Put it in apple-pie order. I'll wager anything within reason that right now the front of the store is three times as attractive as the rear. Thinking that not many customers go there, you have got into the habit of neglecting the store from the center back. Be as particular about the appearance of the rear as of the front. Furthermore, I would suggest that you have 'something doing' in the back of

(Continued on page 141.)

Concrete Work on a Railroad

How a Large Road is Being Constructed With a Remarkably Wide Use of Reinforced Concrete—The Engineering Phases—A Matter of Considerable Interest to Hardwaremen.

HARDWAREMEN have so direct an interest in everything pertaining to the use of concrete that the following article by R. P. Crawford, reprinted from the Scientific American, will well repay the time devoted to its perusal, Mr. Crawford deals with the concreting of a railroad as follows:—

The important role that concrete can be made to play in the maintenance of a railway right of way is being demonstrated by the Burlington railroad. Not only is that road making heavy use of reinforced concrete construction, but it is also demonstrating how the work can be done efficiently and, most of all, economically. The plan embraces important steps looking forward to a rapid extension in the uses of concrete by American railroads as well as a standardization of product. The concrete gang along the right of way has been done away with to a large extent and the major part of the work for the entire system has been concentrated at plants maintained at Galesburg, Ill., Hannibal, Mo., and Havelock, Neb.

One of the problems that confronts the engineering department of every railroad is the construction and installation of bridges and other improvements along the right of way. Especially was it true that in the case of concrete projects practically all of the work had to be done on the spot. Under the new plan a large part of the work is done at one of the factories and a bridge can be shipped out practically complete, only the construction incidental to its installation being done along the right of way. In other words the job comes to the factory instead of the factory going to the job. Heavy savings are being effected by standardizing the work and a bridge erected under the new system costs substantially less than it would have a number of years ago, despite the advances in price of material.

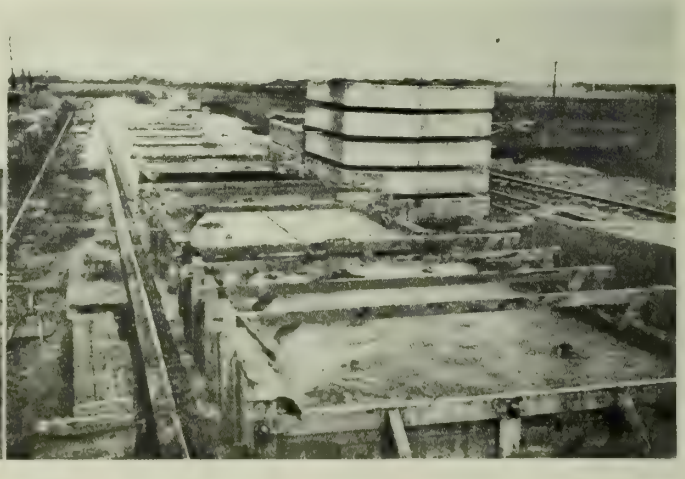
Bridge decks and bridge slabs in standard sizes, as well as piling to go with them, watering troughs for stock yards along the way, concrete fence posts and even curbing for the depot platforms are being turned out. When one considers that a reinforced concrete fence post can be manufactured for about twenty-two cents, or practically the same as a wooden post, the efficiency involved in the plan is apparent. A maximum force of twelve men in the factory at Havelock can in a year's time turn out, among other things, about 50,000 fence posts, 300 bridge slabs and 10,000 feet of platform curbing, not to mention enough water troughs to meet all the railroad's stock yard requirements west of the Missouri River. And it must be remembered that most of the work can be done only during the warm season of the year.

Reinforced concrete slabs and piling for the small bridges are kept on hand in standard sizes and can be supplied to any point along the line on short notice. The slabs which form the bridge floors come in 14 ft., 16 ft. and 20 ft. lengths. In reality they are huge blocks of reinforced concrete. Each unit is 7 feet wide, and two of them are placed side by side to attain the 14 ft. width of the standard single-track bridge. Each slab has a 6 inch parapet on one side, insuring a parapet on each side of the bridge. Ties are laid on a series of concrete slabs and the rails on top of these. The whole is filled in with gravel, giving the bridge the appearance of being part of the regular roadbed. The ballast on the bridge makes the track much easier riding and to the uninitiated the fact that a bridge is being crossed is not noticeable without a look out of the car window. Here another innovation comes into effect. Whereas, in the past the bridges have been maintained by special bridge men, now the regular track men are made responsible for their condition. The piling for the bridges is manufactured in standard lengths of from 14 to 30 feet, and practically an entire bridge is shipped out ready to be installed.

Besides the slabs for the small bridges, concrete decks are also manufactured for the flooring of steel bridges. These are 5 x 14 feet in size, each slab extending clear across a single track bridge. Ties are laid on the slabs and filled in with ballast the same as in the case of the smaller bridges. Naturally there is a much smaller demand for this sort of slab, since there are comparatively few long bridges.

While most railroads are now adopting the concrete bridge, a good share of them maintain the concrete gang along the line as a solution of the problem.

General view of the railroad concreting yard at Havelock, Neb. The cars in the foreground carry molds for concrete water-troughs.



The corner of the yard where the huge slabs for the standardized concrete bridges are made. A pile of finished slabs is seen at the right.

Traveling crane unloading sand in concrete yard.

This means that a much longer time is taken for the work and with several such jobs going on a much larger force of men is required for concrete work. Under the new system there still remains considerable work to be done in installing the bridge and in some cases the old plan of building a bridge on the spot has to be resorted to on account of peculiar conditions involved.

The concrete plant at Havelock occupies a space about five blocks long and 60 feet wide. One frame building is devoted to the manufacture of fence posts and another building to making concrete watering troughs. The heavier work, such as the manufacture of reinforced concrete slabs, is done out of doors during the warm season. An overhead crane extends across the entire plant, running on a railway with one rail at each side of the concrete yard. In that way the loading upon cars of bridge slabs, some of which weigh twenty-six tons, is easily accomplished. The concrete mixer for the outdoor work is mounted upon a platform extending across the line of moulds and running on rails at either side. In that way the mixer can easily be transferred to any part of the yard where it is desired to work.

The building devoted to the manufacture of watering troughs, of course, has its own concrete mixer. A system of narrow gauge tracks with little cars carrying the trough moulds connects the building with the outside yard. When the manufacture of a trough has been completed, it is run out of the building on one of the cars and deposited in the yard. In that way all the trouble of handling them by hand is practically done away with. The concrete trough is a marked improvement over the old wooden trough and affords sanitary drinking conditions for the stock being transported over the road.

Practically all of the concrete fence posts are made at the plant at Havelock. This part of the work is done in speedy fashion with a specially devised machine. The top of this machine is surmounted by a huge funnel. The concrete mixture is elevated in tiny buckets on an endless chain to the top and dumped into the funnel. The fence post molds are set in a revolving holder below. As each mold comes underneath the funnel enough of the mixture to fill it is admitted. Another mold then comes underneath the funnel and is filled in the same manner, while the completed posts are being removed from the machine and laid away in their molds to harden.

Thanks to the Burlington railroad, the grounds surrounding the country depots have their cement curbing the same as a city street. In the past this curbing usually was of wood or stone. The concrete curbing is now manufactured in sections at the concrete plants and then supplied to the different stations all ready to be installed. The sections are fastened together with steel dowel pins. To install them it is only necessary to dig a trench, set the sections in it and then bank the earth up again, a simple process in comparison with the usual mode of laying concrete curbing, which requires a gang of concrete workers to each job.

In many ways the entire programme of concrete manufacture might be known as an effort to fireproof the right of way, since most of these articles largely take the place of wood. One does not have to look very far back into the past to recount tragedies that occurred when a bridge burned out. Wooden bridges have already been discarded on a good share of the roads, and the substitution of concrete with a ballasted roadbed has removed one of the terrors of railroading. Likewise the use of concrete fence posts represents the elimination of another fire risk.

It is not yet possible to say how satisfactory all of the work will prove in the test of years. Generally speaking it costs little more to turn out a piece of work in concrete than wood, and, if present tests can be relied upon as indicative of the future, the life of the concrete structures will be very much longer. Experiments are being made from time to time in the utilization of concrete for other work along the right of way and time only will tell the ultimate extent to which it may be used.

DISPLAY SPACE MADE TO PAY DIVIDENDS

(Continued from page 139.)

your place of business all the time. Transfer some of your livest sellers to that section for a few days at a time. When you hold a sale, put a sprinkling of the best values in the rear. When you have a demonstrator working in the store, station her toward the back. In a word, do something to compel people to visit those rear departments. It is a problem in strategy and there is more than one way of solving it."

There are any number of merchants craving practical advice, such as this sales executive gave.

Department Store Uses Vacant Stores

In the City of Toronto the largest department store in Canada is showing goods in the show windows of vacant stores. These vacant stores are located some distance away from the department store itself. In one store window you will see a display of coal or gas stoves; in another window a display of rugs and carpets; still another has a display of sewing or washing machines. Along with each display are neat signs stating that the display was arranged by the big department store.

The Merchants Opportunity

Spring offers the best opportunities for the hardware merchant to make the best use of his display cases, windows and the store interior generally. Every foot of space in your store should make a profit for you. There are many changes you could make right now, that would help you to sell more goods at a profit. Why not make them.

Almost a Match for the Irish.

"Dose Irish make me sick, alvays talking about vat gread fighders dey are" said a Teutonic resident of Hoboken, with great contempt. "Vhy, at Minna's vedding der odder nighd dot drunken Mike O'Hooligan butted in, und me und mein bruder und mein cousin Fritz und mein frient Louie Hartmann—vhy, ve pretty near kicked him oudt of der house!"

EDITORIAL COMMENT

MAY Woodrow-Wilson prove to be the man to put the fist in Pacifist.

* * *

IT SEEMS to be all off with the Romanoffs. In fact, it's a bad year for absolute monarchs.

* * *

THE German idea of the freedom of the seas is to keep them free of the ships of all other nations.

* * *

NOW WE have a new definition for the word "slacker"—the city man who doesn't plant his backyard.

* * *

THE conspirators who planned to kill Lloyd-George by driving a poisoned nail in his shoe may have thought that he, like Achilles, was vulnerable only in the heel.

* * *

BUSINESS has been perhaps a little too good. People have been buying too readily. It may be better all around when a greater effort has to be made to sell.

* * *

THE DISCUSSION on the affairs of the Ontario Association is "warming up." This is a favorable sign. It shows that a real interest exists.

DO YOUR PART

IT has been found impossible to give space in this issue to a further discussion of the affairs of the Ontario Retail Hardware and Stove Dealers' Association, although some excellent and interesting letters have been received. These will appear next week.

HARDWARE AND METAL desires to point out, however, that any loyal members of the Association who feel that the discussion was started through a desire to "knock," are entirely wrong. The discussion was inaugurated solely with the idea of creating wider interest, of finding the cure for certain acknowledged weaknesses, of evoking practical suggestions for increased service to the members. It is a "boost" for the Association to thus openly and frankly discuss plans for its future welfare. Only good can come out of the discussion.

So far the discussion has been a little disappointing in one respect. The practical suggestions for increased service have not been forthcoming. Some ideas have been advanced, it is true; but HARDWARE AND METAL feels that this phase of the matter has not been given as much thought as is necessary. Officers and members should give thought to the possibility of new service, turning over such suggestions as they may have and submitting them for general discussion. Don't be afraid to put your ideas in the form of a letter and don't decide to do it next week. Do it now.

Now is the time to get a practical programme for the coming year definitely outlined. If through the columns of HARDWARE AND METAL, the members express their views and ideas, the officers will have something tangible to work upon. It is a duty that each individual member should accept as his own to thus assist the officers.

A "SERVICE" NUMBER

BEHIND the plans that the editors of HARDWARE AND METAL laid for this issue was the one idea of rendering service. The object of the Annual Spring Number has always been to present ideas that would assist the retailer in the handling of spring trade. This object has been developed further perhaps in the present issue than in any previous number. Much careful research lies behind the articles herewith presented, and it is felt that the issue can be strongly recommended to every hardwareman. It is well worth careful study.

Special mention may be made of the article by John C. Kirkwood, outlining plans for a spring paint campaign. This is something distinctly new and decidedly practical. Not only does Mr. Kirkwood discuss all phases of the spring campaign, but he suggests ideas that are new and novel. He goes still further and explains how these ideas could be put into effect, what they would cost and how they would probably work out. This article is perhaps the most complete ever written on this subject.

Mention might also be made here of the leading article which puts forward a timely suggestion. The spring always brings a big demand for gardening tools and similar lines, but this year, with backyard gardening put forward as a part of patriotic duty, the importance of trade in these lines has been very considerably magnified. Whether or not the suggestions advanced in this article can be applied in every case, the outstanding point is that every hardware dealer should be preparing now for an exceptionally brisk trade.

The spring numbers of HARDWARE AND METAL are produced with the idea of giving the trade a source of ready reference. They are printed so that a busy hardwareman may hang his copy up beside his desk and turn to it whenever he wants any information. In this connection it may be pointed out that

not only will the articles prove of benefit at all stages of the spring campaign, but that the advertisements constitute a splendid source of reference also.

ANOTHER BLOW AT TRADING STAMPS

THE FISHER Company that owns and operates a chain of fifty stores in the city of Cleveland, has discontinued the use of trading stamps. The reason given is that it interferes with the policy of the company to fix the lowest possible price for commodities. This is an unexpected voice in the chorus against the Trading Stamp evil. In Canada Trading stamps are illegal. Despite that fact there are agencies at work floating schemes of a similar nature. Among these is the Railway Script with its alluring suggestion "Travel for Nothing." Even where it is not actually illegal, every such scheme is actually taking your money for nothing. The instance given above is sufficient authority for the statement that the Trading Stamp does not bring business.

SAVING COST OF DELIVERY

MUCH is written and said and thought on the subject of the magic word "service." A great deal of it is pure gold. Plenty of it is nonsense.

Unquestionably the subject has been overdone with the result that many ideas with reference to service, which are quite impracticable, have been put into practice and have worked out to the detriment of those who have tried them. Service has, in some directions, been overdone. So much "new-fangled" service has been attempted that merchants have thrown their profits away in a literal orgy of customer pampering.

Take the matter of deliveries. The idea that too much service cannot be given has led some merchants to so extend their delivery facilities that they have burdened themselves with an unbearably heavy expense. It is not uncommon to find in one small town some half dozen merchants maintaining delivery wagons and motor trucks to cover the same ground where there has not been enough business to keep more than two rigs busy. Duplication has been a heavy drain on store profits and it is pleasing to find a public body like the Board of Trade at Cobourg openly advocating a lessening of delivery service—particularly pleasing because a Board of Trade represents the public as well as the business man. The secretary estimated that the cost of delivery amounted to $15,000, and could be done as efficiently for $5,000 if there was a proper system of delivery at specified hours. The result of this would be $10,000 for the merchants and customers.

This is not intended as an argument in favor of centralized delivery systems. It is meant to call attention to the fact that a merchant can overdo service in the matter of delivery and that it is a department where a careful estimate of cost and efficiency should be made in their relation to each other.

ORGANIZATION FOR WAR

A VERY striking article by Professor Stephen Leacock, published by the National Service Board, has been distributed throughout the country. It deals with the need for economy and for proper organization of all man-power and national resources. He outlines the gravity of the situation and contends that, in order to do our share to win this war, we in Canada must be prepared to conduct it with the full strength that we have. This would mean "that every part of the fighting power, the labor and the resources of the country were being used towards a single end. Each man would either be fighting or engaged in providing materials of war, food, clothes and transport for those that were fighting." . . "In place of this," he continues, "look about us. Thousands, tens of thousands, millions of our men, women and children are engaged in silly and idle services or in production that is for mere luxuries and comfort. . . Such people, though they work fourteen hours a day, are but mere drones in the hive as far as the work is concerned. Every crippled soldier that comes home and looks upon our so-called busy streets feels this by instinct with something, perhaps, like hatred in his heart."

Prof. Leacock's argument, in brief, is for national organization, for the utilization of man power, for thrift. Whether the drastic steps he advocates could be put into effect by any measure short of universal conscription is a question. Certainly, however, his article accomplishes one very important result—the result perhaps that the writer had in mind—it makes one think long and earnestly.

IS TRADE COMMISSION NEEDED?

EFFORTS are being put forth by the Retail Merchants' Association and several branches of the Wholesalers' Associations, to assist in securing the appointment of an Inland Trade Commission. The duties of the proposed commission were outlined in HARDWARE AND METAL two weeks ago. It is claimed that a properly constituted commission should be formed, composed of three men in whom the public, and the trade in general, have confidence, and who would be capable of investigating commercial subjects.

An Inland Trade Commission, if composed of business men, experienced commercially and free from all political or party influences, could undoubtedly do effective work in eliminating many of the evils which now exist in trade circles. It is quite evident, from recent experiences, that the men at Ottawa who are now trying to handle trade matters, especialy those in the Department of Labor, know little or nothing about commercial problems.

AUTO ACCESSORIES OUTGROW DEPARTMENT

(Continued from page 118.

There were close to three thousand children and their accompanying parents at the last Christmas gathering. The street in front of the store was packed when the tally-ho pulled up in front of the store. Lines of men guarded the front of the store to prevent the frantically joyful children from making quick entry into the store by way of the show windows.

Santa Claus entered and was given a regal seat in the midst of the world of toys. Then the doors were thrown open and the long line of children passed in to shake the hand of Santa Claus, and each in turn to receive a little present from him, then on past the long line of toy-laden tables and out through the rear entrance. Over a thousand of these presents were given away last Christmas.

Making the Children Your Advertisees

What was the result, Mr. James was asked.

"Well," he replied, "one result is that the kids in this section certainly know the James & Reid store. Incidentally we do a big business in toys, and we are planning to do a bigger one next year. But that isn't all. When the youngsters come to town they are just bound to come here, and, of course, the grown folks come with them. In that way we have a chance to sell many people that probably would never come to our store, possibly never come to Perth at all were it not for this Santa Claus campaign. I tell you it pays to have the children rooting for you. They are great folk to bring trade your way. We have found this plan the best one to bring actual results that we have ever tried, and we have used it four years now, each year with some improvements added to keep up the interest. The people get the habit of talking about our store to the children, and when they come to town and want anything they are more than apt to drop in here to see if we havn't got it. And in most lines we do try to have it.

The Ladies' Rest Room to Attract the Woman's Trade

"We make a bid for the ladies' trade, too. That has proved a good idea for us." The HARDWARE AND METAL representative was shown the ladies' rest room on the second floor. A bright, airy room, with comfortable chairs, a writing table, and every modern convenience for the feminine customers of the store. In this room attractive show cases, unobtrusively arranged, contain silverware and other articles to attract the attention of this branch of the store's patrons. Here also is the best modern equipment for displaying wallpaper, one of the lines that the store features. On this floor adjoining the rest room is the kitchen ware department, also stoves and ranges, and everything of a nature to attract the woman buyer. Young lady clerks are employed to attend to this branch of the trade, and have proved eminently satisfactory.

James & Reid set a high standard for service in the smaller towns and cities that should prove a strong incentive to other merchants to follow in their footsteps, and thus to prove the financial benefit that will accrue to the merchant who gives to his customers the maximum of merchandising service.

REVOLUTION WILL HELP DEVELOP TRADE

(Continued from page 127.

turn to the German industrial fold. The hold of the Germans in the Russian social fabric is very strong as the developments leading up to the revolution indicate.

It is stated that the ordinary importers cannot be depended upon to perform adequate service of the kind needed. Direct representation is necessary.

Business standards are said to be very high in Russia; a repudiated debt being much less common than with us. Banking facilities are rather cumbersome to our eyes but the word of the individual merchant is everywhere accepted there at its face value.

The Resolution

In the light of the past it may safely be assumed that the new broom will sweep clean, that the "dark forces" so often referred to will disappear from Holy Russia and that she will now enter on a new era of development. The next great world movement will, according to all the great economists centre in the Pacific. That being the case even tho' no other causes existed warrant the belief that Russia will be a chief actor in the drama. Will Canada with her long Pacific coast line sit supine or will her manufacturers seize this first great opportunity to get their place in the Pacific?

To Keep On Buying

One of the officials of the Russian War Purchase Office recently established at Ottawa, declared that he knows nothing about the trouble in Russia.

"We had no intimation that it was coming, and we do not know how it came." He said that while he dreaded changing horses amidst stream, still he hoped the change might prove a stimulus to aggressive war operations on the Russian front. "We expect on this continent to keep on buying as usual."

RETAILERS NEED FOLLOW-UP SYSTEM

(Continued from page 133).

it now, before it is laid aside to take up other matters that claim your attention. We shall appreciate your attention to it now.

We've got some fine goods here to show when you can find time to look at them, such as oil heaters, ranges, paints, washers, wringers, etc."

Newspaper Advertising Is Effective

Newspaper advertising is an item in which considerable money can be squandered each year without getting returns. All advertising has one advantage: it keeps the name of the firm before the public. There is much benefit to be had through this. But it is not utilizing the advertising space to the best advantage to get this single benefit. It should be made a real news feature of any newspaper, and the merchant can make it bring him increased trade if carried out along the lines of interesting reading material. Two of the biggest factors that go to make an advertisement attractive are the illustrations and the prices. The eye can take in at a glance what the advertisement is about and the price will enlighten the would-be purchaser as to what it will cost him to become owner of the article in question. There is an appeal to the imagination and an appeal to the pocketbook. It is necessary to get his attention first of all through these means. The next step will be an inspection of the goods themselves. If they come up to what he is led to believe they are the sale becomes an easy matter. In this respect it is therefore well to give as much descriptive matter as possible without overstating the merits of the goods. Herewith are reproduced some advertisements that "pull" through their illustrations and because some descriptive matter and the prices are given. In the advertisement of the Baxter Hardware Company it will be noted that a very effective one is arranged with illustrations of goods for which a steady sale throughout the year should be had. Prices are also given and no doubt is left in this respect. In the advertisement of the Purdon Hardware Company there is an appeal through the seasonableness of the goods for the spring trade. The numerous illustrations greatly add to the pulling power and the prices are there. In the advertisement of the Cowan Hardware a strong appeal is made to a particular section of the community—a section that looms large in the trade of most hardware stores. This is but an illustration of how little advertised goods can be made a basis of real interest.

Taking Goods on Consignment

Legal Phases of the Question—Retailer Must be Careful What Arrangement He Makes in Accepting the Goods—If the Manufacturer Goes Bankrupt — If the Retailer Does

By WALTER E. LEAR

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EDITOR'S NOTE.—*Have you ever taken in goods on consignment and had difficulty in straightening matters out afterward? For instance, have you had difficulty in getting the manufacturer to take back such of the supply as you were unable to dispose of? Have you suffered loss by fire and experienced difficulty in getting the insurance side settled because of damage to uninsured consignment stock? Probably every merchant at some time or other has faced some angle of this question. Mr. Lear's article, therefore, will be of special interest.*

"GOOD morning, Mr. Merchant. I am Mr. Windjamber, representing the the Great Windjambing Manufacturing Company, Ltd. I have here samples of our latest product, the 'Windjamber double-back action peanut cracker,' and I would like to load you up with a car lot or two."

All our readers know the rest of the story off by heart. They have heard it over and over again, and told in as many different ways as different windjambers have called upon them. Nowadays a merchant seldom lets a windjamber load him up with a lot of any kind of "extra specials," notwithstanding the solemn warning that the "moss of antiquity" will soon envine his business, if he does not lay in a full line of Windjamber's latest products.

While the modern store is no longer decorated with the famous checkerboard, the ash box and chair warmers, likewise the modern windjamber has adopted new methods of working off his goods. When the merchant refuses to buy, the modern windjamber, like the Good Samaritan, offers to help the merchant out of the utter ruin which awaits him, by leaving a quantity of his "Coney Island red-hots" with the merchant, to be sold on commission. New bait often catches a fish.

Now the question arises, what are the legal rights and liabilities of the merchant if he bites the hook? In the first place, the merchant does not buy the goods, therefore he does not own them. He simply has the right to sell them for the owner; he is, in fact, only an agent of the owner; therefore, the law applicable is that of principal and agent. Whenever a dispute arises between the principal owner and the agent merchant, it must be decided according to the terms of the agreement entered into between the parties.

As no two of these consignment agreements are the same, it is impossible for me to give you definite advice regarding them. However, I hope to give you some general advice which will be useful to you in such cases. Some agreements are verbal only. These are always unsatisfactory to both parties, and in case of dispute, a judge will have to decide on

WALTER E. LEAR.

the oral evidence of the parties. It is better by far to put your agreements in writing, but here let me warn the merchant that the printed contracts, carried by the different windjambers, have all been drafted by expert lawyers, and you may rest assured that the interests of the principal owner have not been overlooked. They are all made to look perfectly fair and reasonable, but before you sign one I would advise you to step around the corner and consult your solicitor. Any lawyer can keep you out of trouble, but it takes a mighty good one to get you out of a bad bargain after you have entered into it in writing.

These printed contracts are often unreasonable. While in all cases of taking goods for sale on consignment the merchant should keep accurate account of all goods received and sold, and should remit promptly in accordance with his agreement with the principal owner, still some of these agreements provide that in case the merchant fails so to do, then the principal owner has the right to treat the consignment as an actual sale and demand payment in full for the entire consignment. Then the merchant finds that he has bought a lot of goods which he never intended to buy.

Question of Insurance

The question of insurance may also become a burden to the merchant. Many consignment agreements provide that the merchant will insure the goods on consignment. An ordinary merchant will reason with himself that he carries sufficient insurance, but most policies do not cover goods belonging to a person other than the insured. In case of fire the merchant finds that the goods he had on consignment were not covered by his insurance, and, as they were destroyed, he has to pay for them out of his own pocket. A good plan for the merchant to adopt would be to tell the principal owner to insure the goods himself if he wants them insured.

Some consignment agreements provide that in case the agent merchant becomes insolvent or makes an assignment for benefit of creditors, then the principal owner may elect to treat the consignment as a sale and rank on the estate as a creditor. In case the principal owner were in deep water, or if the liabilities of the agent merchant were not great, and if the goods were invoiced at a high price, then it might be profitable for the principal owner to elect to become a creditor. In such case the agent merchant may be placed in a much worse position than he had anticipated.

Agitation for Registration

Notwithstanding the care with which many of these consignment agreements have been prepared, there is an agitation in favor of seeking legislation, providing for the registration of them in the same manner as chattel mortgages are recorded. I think that merchants will be well advised if they oppose any such legislation. Consignment vendors have already more protection under the law than to my mind seems fair. Their goods cannot be seized for the debts of the agent merchant, and in case of an assignment for benefit of creditors, they can take their goods out of the stock. This should not be permitted. They

(Continued on page 155.)

An X-Ray System of Accounting

Series of Forms That Are Simple but Provide Accurate Information About Your Business—Daily Records of Sales, Expenses, Profits and Stocks—Making Out Inventory on Paper Each Week.

CLEANING the Augean stables is perhaps the most familiar of the renowned "Labors" of Hercules. History—or tradition—does not make it clear whether Hercules could qualify as a bookkeeper or not. If he were alive to-day we are confident that he would account it as Labor the Eighth, if he were set the task of preparing a set of forms to suit all, or even a majority of hardware merchants.

It is in no wise with a purpose of laying claim to furnishing a universal remedy or panacea that the system appearing below is presented to retail merchants. The best we need aver as to any system, we do as to this: that it contains points of excellence that we believe will repay adoption by a wide circle of our readers. There undoubtedly will be a feeling that it goes too much into details in its daily records of stock on hand, profits, percentages, inventory, etc. If so, work it on a weekly basis, or a monthly, as most do. The foundation for any one of the three is provided. So with other points. Take out of them what you think best; it is what one might call a Unit System. You can take a little, half, most of it, or all of it, as seems fitted to the nature of your business.

Three Bookkeeping Forms

The system appearing here was installed in a store after a careful study of its needs and an examination into many existing systems. It is composed mainly of three forms, ruled as illustrated, filling two pages, 22 x 14 inches. These forms are ruled on both sides, and each page is filled out for five weeks, thus allowing a full month's record. Each sheet, therefore, is sufficient for two months, and thirty, bound together, are enough for five years.

Four Useful Recording Tickets

With these are used four "tickets," printed on cardboard or thick paper, each 4½ x 3 inches; a Stock Ticket, a Purchasing Ticket, a Paid Out Ticket, and a Loss and Gain Ticket. It may be advisable to describe these first before proceeding to the main "bookkeeping" forms.

Records of Stock, S.P., Profit, Etc.

The "**Stock Ticket**" is used to record every article purchased through the regular channels of supplies, entering the name of the article purchased, from whom purchased, quantity, the date, the cost, the selling price, the profit and the per cent. of profit. There is also space at the bottom for "Remarks." In entering the cost, selling price and profit, the entire amount is entered. That is, if we were entering an article which cost us $15 per dozen, and was to be retailed at $1.75 each, and there were 5 dozen in the lot, the cost would be entered—**Cost, $75.00; Selling Price, $105.00; Profit, $30.00; Per cent, 29 4/7.** Every article is entered upon a stock ticket just as soon as the invoice is received and O.K'd by the stock-keeper.

STOCK TICKET

ARTICLE			
FROM WHOM PURCHASED			
DATE		QUANTITY	
COST	SELLING PRICE	PROFIT	PER CENT
REMARKS			

LOSS AND GAIN TICKET

ARTICLE		
QUANTITY	DATE	
CAUSE		
REGULAR RETAIL PRICE	AMT. REC'D	LOSS OR GAIN
REMARKS		

PAID OUT TICKET

BY WHOM	
CHARGE TO	EXPENSE
DATE	AMT. $
ARTICLES	

These are three separate tickets of calendered paper or cardboard, each 4½ in. x 3 in., used by heads of departments in larger stores and by clerks, as well, in smaller. They all serve to help in keeping accurate records and avoiding waste. A fourth card, of green board, is identical with the stock ticket, except that the word "for whom purchased" is used instead of "from whom purchased." The uses are described in this article.

Some stores are content to enter all invoices in detail in the Stock Purchase, or Invoice Book, filling out the selling price, per cent., etc., at the time.

For Reference in Buying Again

"The stock tickets are of a great help in buying," we were informed. "They are filed alphabetically, and can be very easily referred to when wishing to place an order for some article. By referring to these stock tickets we can tell the exact quantity of an article we have sold during a certain period and order accordingly, thereby eliminating the danger of over-buying. In case we have been stocked on some article, and have been forced in selling some at a reduced price in order to clean up, the loss ticket which was made out for this reduction in price is filed with the stock recording this purchase, and when placing an order for that particular article at some future date, the presence of that loss ticket makes us more careful in placing our order to eliminate all loss possible.

Where to Buy to Best Advantage

"These stock tickets also keep us posted where we can buy to the best advantage. By referring to them we can very easily tell from which firm we were able to get the best price, etc. They also show us whether the article was satisfactory or not. When an article proves satisfactory to our trade and worthy of our consideration when re-ordering, this is recorded in the space for "Remarks," and it is given first consideration when re-ordering. But should the article prove unsatisfactory, this is also recorded and that particular article is shunned when re-ordering."

Special Purchase for a Customer

The "**Purchasing Ticket**" is a special one, used to record every purchase that is not purchased through the regular channels of supplies. "For instance," says the merchant who runs this system, "we offer our customers special service; we offer to get for them any articles in our line which we do not carry in stock, and this purchasing ticket is used to record this purchase. These tickets are the same as the stock tickets, with the exception that they read 'For Whom Purchased' instead of 'From Whom Purchased.'' They are also a different color; this is because they are filed with the stock tickets and help us to more readily find them if it is ever necessary to refer to a purchase of this sort.

Petty Expenses

The **'Paid-out Ticket'** is used to record every cent paid out for expenses. The ticket is filled out with the name of the person making the paid-out, what expense account it is to be charged to, the date, the amount, and the article for which it is spent. These are deposited in the register, and each evening they are gathered up and charged to the expense account, as provided for in our 'Daily Record of Expenses.' This gives us a record of every cent paid out and for what it was spent.

"It also eliminates the useless expenditure of the store money by the clerks, for they must make out a ticket for every cent that they pay out. Often where the clerks have the authority to pay out money for necessary things needed at the store, such as paper, tacks, etc., used in trimming the window, and various articles needed about every retail store, they overdo the thing, and sometimes spend money uselessly; but if they are required to make out a record of all money they spend, they are not so liberal with the spending of the store money."

"Loss and Gain" Tickets

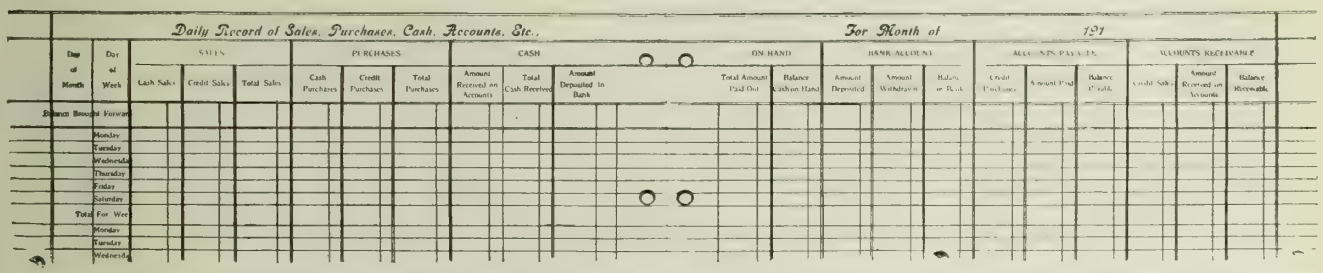
The loss and gain tickets may arouse some opposition. It may be said that in a large stock items recording individual reductions would entail too much labor. Most department heads are content, when reducing "slow" sellers, to put in a "Reduction Slip," as it is called, containing one bulk sum, covering all individual reductions in any one line. What we would like to impress, however, is the advisability of using these reduction slips in some form or other, both to keep the "stock record" straight, and also to be able to refer to lines that have proved weak before reordering for another season. Here is the explanation of these "loss and gain" tickets as given to us.

"The "Loss and Gain Tickets", we are told "are used to record every loss and gain that may occur. These tickets are printed upon light weight paper, and put up in pamphlet form and each clerk carries a package of them with him at all times, and is required to make out a ticket for every loss or gain occurring with him during the day. Losses will occur through depreciation, spoiled or damaged goods, through reductions made for a special sale or for reductions made to parties making large purchases, etc. Gains occur through the advance in price of some articles, discounts rebates and miscellaneous, the sale of boxes, etc. Articles such as these costing the store nothing should be recorded a gain when sold for any amount. All goods are entered upon the stock ticket at the regular retail price at the time they were received and should they be sold for a less figure, or a greater figure, for any reason, it should be recorded as a loss or gain as the case may be. These tickets are deposited in a box provided for that purpose and then are gathered up each evening and entered in the correct column provided in the "Daily Record of Losses and Gains."

Details as to Articles

"In entering a loss or gain the ticket is filled out with the name of the article upon which has been either a loss or gain, the quantity, the date, the cause, the regular selling price, the amount received, if any, and the amount of loss or gain as the case may be. Always drawing a line through the word "Gain" if recording a loss and vice versa if recording a gain. The regular selling price is always recorded and not the cost, for every article that comes into the store to be resold has been entered upon a stock ticket and sold at the retail price prevailing at the time it is received, and it is upon the selling price we must base our losses and gains, this will be made clear when we get farther into the working of this system."

Daily Record of Sales, Purchases, Cash, Etc.



A very clear method of keeping track of details of your business. The double page does for a whole month. Explanation in this article.

NOW for the main forms. First of all the "daily record of sales, purchases, cash on hand, bank account, accounts payable and accounts receivable". With this we know just how our business stands at the end of each day. In starting a new page in this system at the beginning of the first of each month, we carry forward in the line marked "balance brought forward" the different amounts which we wish to carry forward from month to month. Sales and purchases are never carried forward from one month to the next, but are only carried to the end of the month, and then at the end of the year the total amount of sales of each month are added together giving us the total amount of sales for the year, also the total amount of purchases, giving us the total amount of merchandise purchased during the year. But the balance of cash on hand (cash in the cash drawer) at the beginning of the month is carried forward, also the balance in bank, balance of accounts payable and accounts payable and accounts receivable. If the month comes in on Tuesday, we start with the first line marked Tuesday and number down the page for the dates of the month in the column provided for that purpose.

Recording Cash and Record Sales

Under the heading of "Sales" the cash sales are recorded in the cash column each day as they are taken for the register reading each evening. The credit sales are recorded in the credit sales column as they are taken from the charge slips, which are made out for every charge sale. This gives us the amount of both the cash and credit sales for each day. Then these two figures are added together and entered in the total sales column giving us the total amount of business done on that particular day. These figures are totaled at the end of each week and entered on the line marked "total for week," giving us the total for each week, then there is a grand total for the month

which is set down on the line marked Total for Month, at the bottom of each page.

Cash and Credit Purchases

Under the heading "Purchases" all cash purchases are entered in the cash purchase column. When merchandise is paid for by cash it is entered upon one of the purchasing tickets and put in the register and each evening taken out and entered in the cash purchase column. The credit purchases are all purchases made through the regular channels of supplies and paid for by check when due, and they are recorded on the stock tickets and added together each evening and entered in the credit purchase column. The cash and credit purchases are then added together and set down in the total purchases column. Purchases are totaled at the end of each week and month the same as the sales, giving us the total amount of goods purchased during the year.

Under the heading of "**Cash on Hand**" is recorded the amount received on accounts, as shown by the register, in the Rec'd on Acct. column. The total amount of cash received for the day, including amount received on accounts and cash sales, is entered in the Total Cach Received column. The amount deposited in the bank each day is entered in the Amt. Deposited in Bank column, and the total amount paid out for expenses and cash purchases, etc., is entered in the Total Amount Paid Out column, then the total amount of cash received is added to the balance cash on hand of the preceding day and then deducting the amount paid out plus the amount deposited gives us the total amount of cash on hand with which we shall start business the next day.

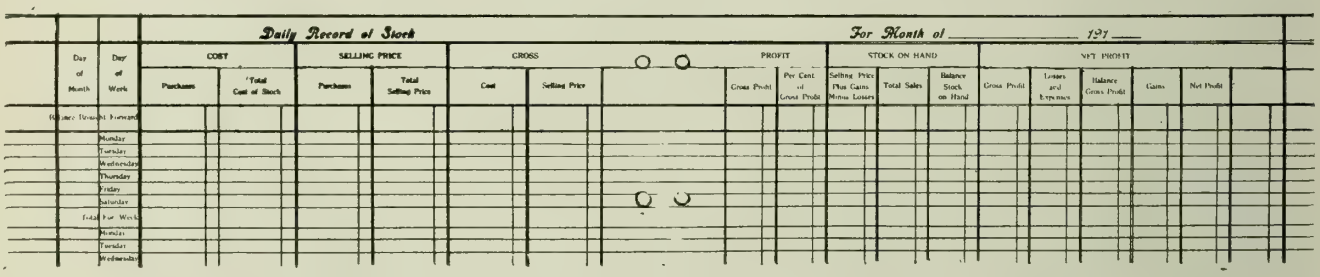
Under the heading of "**Bank Account**" is recorded the amount deposited that day, also the amount withdrawn, each in the column provided for that purpose, adding the amount deposited to the balance in bank on the preceding day, and from that amount deducting the amount withdrawn, gives us the total amount remaining in the bank, which is entered in the column for "**Balance in Bank.**" This keeps us posted on just how we stand each day in regard to our bank account.

Purchases, and Balance of Debts

Under the heading of "**Accounts Payable**" is entered the amount of credit purchases as received in the Credit Purchase Column, for that day, also the amount paid on accounts as shown by the check stubs. Adding the amount of the credit purchases for the day to the balance of accounts payable for the preceding day and deducting the amount paid gives us the balance payable and this is entered in the "Balance Accounts Payable" column. We know at the end of each day just what we owe.

Then with our record of "**Accounts Receivable**" we know just how much we have out on the books at the end of each day. By entering the amount of credit sales and adding this amount to the balance of accounts receivable for the day before and deducting the amount received on accounts leaves us the total amount due us at the end of every day. We are able to know each day whether we are allowing our book accounts to grow too large without any extra efforts.

Daily Record of Stock


Daily Record of Stock — For Month of _____ 191_

Day of Month	Day of Week	COST: Purchases	COST: Total Cost of Stock	SELLING PRICE: Purchases	SELLING PRICE: Total Selling Price	GROSS: Cost	GROSS: Selling Price	PROFIT: Gross Profit	PROFIT: Per Cent. of Gross Profit	STOCK ON HAND: Selling Price Plus Gains Minus Losses	STOCK ON HAND: Total Sales	STOCK ON HAND: Balance Stock on Hand	NET PROFIT: Gross Profit	NET PROFIT: Losses and Expenses	NET PROFIT: Balance Gross Profit	NET PROFIT: Gains	NET PROFIT: Net Profit
	Balance Brought Forward																
	Monday																
	Tuesday																
	Wednesday																
	Thursday																
	Friday																
	Saturday																
	Total For Week																
	Monday																
	Tuesday																
	Wednesday																

A rather unusual method of daily stock records, with profits. This could be changed to a weekly or monthly record.

NOW with the "**Daily Record of Stock**" form we are able to know just what our per cent. of gross profit is averaging, and what the retail value of our stock is each day, etc.

"In starting this system of accounts," the explanation is given "we first took an inventory, getting both the cost and retail price of the stock on hand. The cost as shown by the inventory was entered in the Total Cost column under the heading Cost on the line marked Balance Forward. The retail price was entered in the column Total Selling Price under the heading of Selling Price on line marked Balance Forward. Then each day the cost and retail price of all articles purchased as taken from the Stock and Purchasing Tickets is entered in the column marked Purchases under both headings, the cost of purchases under heading Cost and the retail price under heading Selling Price. Each of these amounts are added to the total amount for the preceding day and entered in the total amount column provided under both headings. The total amount is carried forward every day, until the time of the next inventory and as we take inventory every four months, this amount is carried forward until that time. When totaled for the four months, it gives us the cost of all merchandise purchased during that time, including stock on hand at the beginning of the four months, also the amount that stock should have brought us had it all been sold and sold at the price intended on the stock ticket when it was entered. Then by taking our second inventory at the end of the four months, taking both the cost and the retail price as before, and then by taking the cost of goods now on hand from the total amount as shown by the "Total Cost" column gives us the exact cost of merchandise sold during the four months, and by taking the entire retail price of stock on hand from the amount as shown by the total selling price column gives us the amount the goods sold should have sold for. This amount plus the gains and minus the losses should equal the total amount of sales for the four months. The difference between the cost of merchandise sold and the selling price which it should have brought, plus the gains and minus all losses and expenses should be the actual net profit for the four months. If this amount does not correspond with the actual net profit, if it should be larger than the amount we

actually received, then the difference occurs through forgotten charges or stolen goods. (These two figures should and will correspond if everything is right).

"In taking inventory all goods are taken at what they actually cost, and not their market value for all advances and declines have been entered as losses and gains.

The Daily Profits

"You will also notice that our system will show us just what our per cent. of gross profit is running each day. This is done by entering under the heading of "Gross Profit" the total cost as shown by the total selling price column subtracting the cost from the selling prices gives us the gross profit, this amount is entered in the "Gross Profit" column. This amount represents the total gross profit that will be made on all goods purchased to date including goods on hand at start. By dividing the amount of gross profit by the total selling price will give us the per cent. of gross profit as it is running from day to day. With this system we are able to set a figure which we wish to represent the per cent. of gross profit we wish to make and can tell each day just how we are succeeding. Under the old system we had no way of telling just what our per cent. of gross profit was running, until we took our inventory at the end of the four months. Now should our per cent. of gross profit drop below the figure set, we can by putting some special efforts on the more profitable articles bring it back to normal.

Value of Stock on Hand

"With this system, we also can tell the retail value of stock on the stock on hand at the end of each day. In the column marked Selling Price of Stock under heading Stock on Hand is entered the total selling price, as shown by the total selling price column under heading Selling Price plus the gains and minus the losses. In the column marked Sales is entered the total sales for the day. Then this amount (total sales) is subtracted from the amount in the preceding column giving the retail value of stock on hand at the end of the day, this is entered in the column marked Balance Stock on Hand, keeping us posted on the value of our stock from day to day. To find the approximate value of that stock at cost, we take the per cent. of gross profit as shown by the Per Cent. Column and deduct this amount from the balance of stock on hand and this will give us the approximate value at cost.

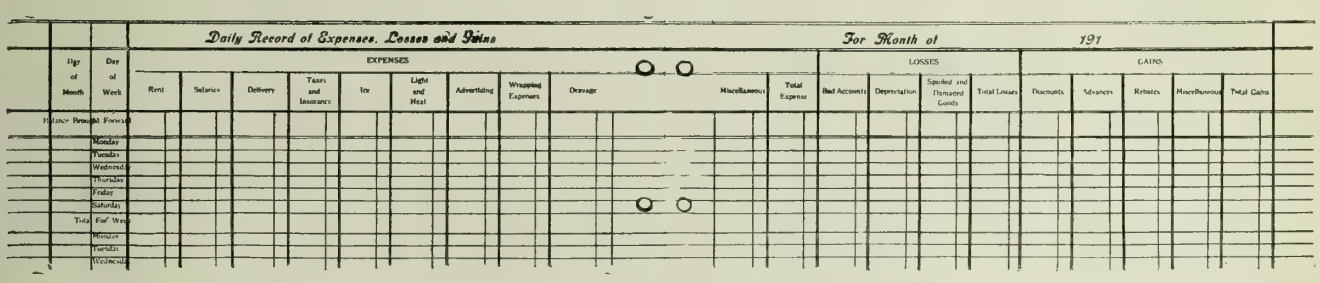
"To illustrate; let us say that our stock record showed us that the retail value of our stock to-day was $15,000.00 and that our per cent. of profit was running 33 1-3 per cent. and we wish to know the approximate cost of that stock, we take 33 1-3 per cent. of $15,000.00 which is $5,000.00 and deducting that amount from $15,000.00 we find that the approximate value at cost is $10,000.00. Under the heading of Net Profit we enter the amount of gross profit as shown by the Gross Profit column and the total amount of losses and expenses and then this amount is subtracted from the total gross profit, and the remainder is entered in the column marked Balance Gross Profit.

Net Profit Column

In the next column is entered the total gains and this is added to the balance gross profit and entered in the Net Profit column and this amount represents the net profit that should have been made on all goods purchased to date including goods on hand at the time of starting. This amount is carried forward each month and at the end of the four months, this amount minus gross profit the goods on hand at the end of the four months should make, should be the actual net profit for the four months.

"The net profit as carried forward each day does not represent the net profit for that day nor up to that time, for we may have sold up to that time the more profitable articles, yet it would have been based upon the average per-cent. of gross profit, but it is merely carried forward as a record."

Daily Record of Expenses



Each sheet of this (covering two pages) is sufficient for one month's record. The article describes just how each column is figured out.

WITH the Daily Record of Expenses, Losses and Gains, we are able to keep an accurate record of all expenses, etc. Under the heading of Expenses we have our expenses divided into nine separate accounts, keeping us posted on just what we are spending our money for, and also letting us know just how much we are spending for each expense and should any one certain expense grow larger than what we think it should, we can tell it and try to cut down that particular expense, each one being entered in the correct column as provided.

Under the heading of Losses, all losses are recorded as shown by the loss tickets each day. Under the heading of Gains all gains are entered as shown by the gain tickets each day.

CREDIT MAN'S HARD LINES

When the credit man makes a mistake it is good night, says the Pittsburgh "Credit Bulletin." But when a plumber makes a mistake he charges twice for it; when the lawyer makes a mistake it's just what he wanted, because he has a chance to try the case again; when the carpenter makes a mistake it's just what he expected, because the chances are ten to one he never learned his trade; when a doctor makes a mistake nobody knows the difference, and when an electrician makes a mistake he blames it on the induction, the meaning of which nobody knows. But the poor credit man has no excuse.

If you are an employer, give the returned soldiers a fair show. It may take a little time for them to get their bearings. Have patience with them and encourage them.

Does It Pay to Issue Catalogues?

Experience of a Hardware Merchant Who Issued a 48-Page Catalog—Unsettled State of Markets Cause of Disturbance—Some Direct Results

Based on an interview by Hardware and Metal representative with R. Hawkins, Smiths Falls, Ont.

Page from tool section of catalog.

"WOULD it pay me to issue a catalog?" is a question that has been asked repeatedly by many retail hardware merchants. The success of the large mail order houses in soliciting trade through catalogs has been so pronounced, and in a few instances so overwhelmingly in evidence, that many retailers believe the catalog method of soliciting business is an ideal one. At first thought the plan seems like a good one. Three or four large concerns in Canada have built up national connections through their catalogs. Why can't the retailer do the same thing on a smaller scale, issue a catalog particularly suited for the community in which he does business, and cash in on it?

There are many people who claim that the mail order way of doing business is a splendid one, and so it is, for those who are into it in the right manner. Much is heard about the concerns that have made a huge success of the mail order business. But comparatively little or nothing is heard of the many, many concerns which have tried to start up in the mail order game, have invested a few hundred, or more often a few thousand dollars, and then gave it up in disgust. Most of the big mail order houses, now nationally known, had their ups and downs, their losses and disappointments, before they arrived at the road to success.

One of the chief reasons why few retail firms issue catalogs is that they feel they cannot feature leaders at the low prices quoted by the large catalog houses. Then there is the work of compiling the catalog, the cost of publishing and mailing it.

The big mail order house catalog contains everything from hair-pins to harness. Every person in the farmer's family is interested in the big catalog. It features clothing, jewellry, foodstuffs, sporting goods, hardware, drugs and almost everything needed in and around the home. The hardwareman's catalog must of necessity feature only the goods carried in the hardware store, although the stock in a modern hardware store to-day is much more varied than the stock of ten years ago.

Then there is the lack of precedent. Many retailers have issued catalogs but have not been able to tell whether or not the catalogs have paid for themselves.

Just prior to the outbreak of the war the question of retail catalogs was receiving a great deal of attention in Canada. This was particularly true regarding the retail hardware trade. During 1913 and 1914 a number of retailers issued catalogs for local distribution. It was almost impossible to determine whether or not the catalogs were a success. In most cases the issuance of the catalog was a first attempt and it was hoped that although the first attempt did not bring forth the desired results, more definite returns would be secured from future editions.

The plans of many retailers however were frustrated by the outbreak of the war. Prices advanced with such alarming rapidity that quotations in a catalog one week, would be of little or no use the following week. On this account many retailers who contemplated issuing catalogs in the spring of 1915, abandoned the idea.

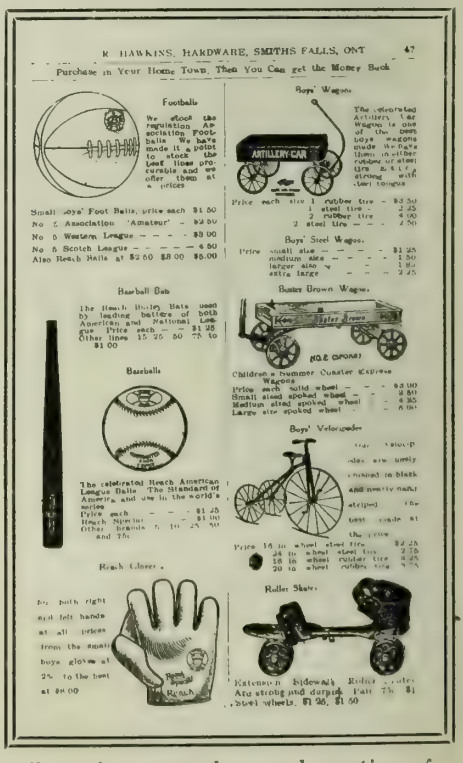
Retailer Issued Catalog

HARDWARE AND METAL ran across one retailer who issued a catalog in the spring of 1915, or to be exact in March 1915. R. Hawkins, a hardware merchant of Smith's Falls, Ont., issued a 48 page illustrated catalog. Prices were given on all goods featured in the catlog. Reproductions of four pages from the catalog reproduced here will give the reader an idea of how the cuts, descriptions, prices, etc., were aranged.

Mr. Hawkins has not issued a catalog, since March 1915, not because he has lost faith in the project, but because of the great fluctuations that are taking place almost daily in the hardware trade, such, a catalog now-a-days would be a dead letter before it was well off the press. For that reason Mr. Hawkins has discontinued the practice but it is only a temporary discontinuance, and when conditions again become normal, he expects again to take up the idea.

No Great Expense Entailed

As this is a system that many other merchants might be interested in imitating when trade conditions become more normal, it might be interesting to note some of the methods Mr. Hawkins adopted in getting out this catalog. As an item of expense it was not a very heavy item. Probably $100 would cover every expense connected with the venture, Mr. Hawkins thought. The cata-



Page from sporting goods section of catalog.

log was gotten out by a firm who make a speciallty of such work and consequently the printing item was reduced to a minimum. Then he found that manufacturers were very generous in helping in such a scheme, and in many instances supplied cuts of their product that helped to brighten up the pages and make them readable and generally attractive.

Making the Catalog a Household Need

As everyone knows however, most booklets and price lists have a short shift unless they have more than mere catalog qualities to recommend them. They are thrown away and neglected, and often when goods are wanted and a catalog might be of advantage to the buyer, and consequently to the merchant, they are not to be found. The proposition therefore that presented itself to Mr. Hawkins, was how to make this catalog so interesting to the farmer, for whom it was primarily intended, that he would keep it by him from year to year.

Make it a receptacle for information that the farmer wants to keep was the idea that presented itself to him. So throughout the catalog there were spaces left for such items as the date of the planting of certain crops, the date of harvest, and price received for the crop. There were spaces in which to note the amount of butter received from milk delivered and a page for the weekly prices. This and much other useful information was suggested for the farmers benefit, the idea being that for the sake of this information the book would be saved from destruction.

18 R HAWKINS, HARDWARE, SMITHS FALLS, ONT

Price is a Good Salesman, but Quality is better We Furnish Both

Farming Tools and Supplies

Our line of FARMING IMPLEMENTS are finely finished and properly tempered. We also sell handles like best only and do not handle manufacturers seconds or goods that are defective in any way. Quality always guaranteed

Three Prong Hay Forks

3-Prong Hay Fork, straight each, 80c
3-Prong Hay Fork, bent handle, each 80c
3-Prong Hay Fork bent handle, with strap each 85c

Barley Fork

Steel Barley Fork, with adjustable wire ball and brace 4 tines 10 in plain ferrules
Price each — — — — — $1 00

D and Long Handle Manure Forks

4-tines plain ferrule — — — — 90
4-tine strapped ferrule — — — — $1 00
4-tine plain ferrule — — — — 1 25
4-tine strapped ferrule — — — — 1 35
6-tine strapped ferrule — — — — $1 65

Spading Forks

Spading Forks, 4 steel tines, diamond back Weight 4½ lb.
Plain ferrule Each — — — — $1 15
Strapped ferrule Each — — — 1 25

Ensilage Forks

These Forks are unequaled for handling cut straw and ensilage Have sharp steel tine which will pierce cut straw A splendid Fork for handling fine manure.
Price each — — — — — $2.25

Manure Scrapers

Made with strong steel blade, riveted by means of iron straps to good handle Splendid for cleaning cement stable floors
Price each — — — — — — 25c

Manure Drags

4-prong Manure Drags, solid steel iron handle
Price each — — — — — — 75c

Heads for Fork and Shovel Handles

Malleable D Heads for Fork and Shovel handles.
Price, each — — — — — — — 10c

Hay Fork Ferrules

Hay Fork Ferrules
Strap and plain Each — 10c, and 15c

Fork Handles

4½ ft. straight, price, each — — — 20c
4½ ft. bent, price, each — — 15c to 20c
5 ft., straight — — — — — — 20c
5 ft. bent — — — — — — — 25c
5½ ft. straight — — — — — — 30c
5½ ft. bent — — — — — — — 35c
Pick Handles — — — — — — 35c
Adze Handles — — — — — — 35c
Nail Hammer Handles — — — — 10c
Chisel Handles — — — — — — 10c
Axe Handles — 15, 20, 25, and 30c
Shovel Handles — — — — — — 35c
Garden Rakes

Garden Rakes

MALLEABLE RAKE—Garden Rakes, malleable, strong and durable.
Price — — — — — — — — 25c
Malleable Rake extra wide — — 50c
Garden Rakes, head and teeth forged from one piece of solid steel, warranted not to break at the shank
Price — — — — — — 50c and 65c

Lawn Rakes

LAWN RAKE, can be used for grass or leaves, is one of the strongest rakes made Socket and head made of steel Teeth curved to prevent digging the ground

Weeding Hoes

Garden Rake and Hoe combined very nice for wedding purposes has 4 and 5 teeth is malleable iron with steel blade
Price — — — — — — — — 60c

Turnip Hoes

The finest grade of steel blade Turnip Hoes made perfectly set and made in three widths
Price, each 8 in — — — — 45c
Price each 10 in — — — — 50c
Price each 12 in — — — — 50c

Page featuring farming tools and supplies

Judging the Results

In the nature of things the actual effect of such undertakings as these must be largely problematical, especially on the start. This is the case with many forms of advertising. It takes a good deal of faith, but fortunately it usually rewards that faith. It is not on the basis of the actual known results that the effect of such methods can always be judged. Yet Mr. Hawkins has enough evidence of the tangible results of this scheme to have encouraged his waning faith had his faith been in need of encouragement. Many people dropped into the store, with the catalog in their hand, to enquire for some article described therein, or in some way referred to the catalog. That his scheme for having the catalog preserved and proved successful was evidenced too by the fact that these requests and references came not only immediately after the catalog had been delivered but all through the year, and sometimes into the second year. But the result of such measures as this cannot be estimated by the results directly known. For every person who mentions a catalog in buying, there are ten persons who may have been influenced to buy by means of that catalog, and may yet make no reference to the fact. Behind these again are those to whom all advertising is directed, the great army who are unconsciously interested in the commodity advertised, and thus influenced towards buying. Therefore the success of failure of such a scheme must depend not on one or two instances, but in the burden of increased business that follows such a move, and judged on this basis, Mr. Hawkins found the scheme a success.

A Good Mailing List

In getting these results Mr. Hawkins was careful to see that no catalogs were dissipated in useless circulation. Every catalog went to a live address. Mr. Hawkins found himself able to do this because he had previously compiled a rural delivery route list which he had issued in booklet form. This list had proved of advantage in many ways, but principally in giving him a live mailing list for such advertising matter as this catalog. It had also served him in other ways, notably in giving him, a list that many manufacturers asked for, for sending out literature to stimulate business in their particular lines.

The ability to provide such a serviceable list, he found, had the effect of encouraging the manufacturers' interest in his territory, which was a very satisfactory form of advertising for any merchant and one that costs him nothing. Moreover this team play between manufacturer and retailer had been of great service to him in increasing the actual extent of his business, as many of the leads received from the manufacturer had resulted in sales, while many prospective customers had been eventu-

R HAWKINS HARDWARE SMITHS FALLS ONT 25

Compare Both Quality and Prices

Our $1.50 Tin Boiler

It is made of heavy tin with extra tin bottom guaranteed to be the best value on the market at the price
Price each — $1 50

Our $2 25 Boiler

Are made of extra heavy tin are double seamed and riveted wired around the top and have double pit solid copper bottom
Price each — $2 25

All Copper Boiler

Our Solid Copper Wash Boilers are made of 14 oz. copper They are tinned inside and have heavy tin covers, have double pit bottoms are wired around the top and double grained in a substantial never leak manner Few boilers are made with as much care but no boiler is perfect that is made in any other way We guarantee every solid copper wash boiler we send out to be perfect in every way not to leak and to be entirely satisfactory or it may be returned to us and money refunded
Price — — — — — — $4 00

Galvanized Wash Tubs

Wash Tubs made of heavy galvanized iron These Tubs are preferable to wood owing to their lightness and there being no hoops to fall off
Price of No 1 — — — — 90
Price of No 2 — — — — $1 00
Price of No 3 — — — — $1 00

Mop Stick and Brush Holder

Price each — — 1½ and 15c

Twisted Wire Clothes Lines

Guaranteed full length and the best line on the market The galvanizing is smooth and bright fibres lines of inferior quality are being offered at first class goods look out for them Put up in rolls containing 50 and 100 ft Made of No 18 gauge wire thoroughly galvanized
Price 50 ft roll — — 20c
Price 100 ft roll — — 35c

Self-Wringing Mop

The Globe Self-Wringing Mop is made with strong round grooved ship handle mop cloth is made of knitted cotton large and full size and is the best wearing wringing mop ever offered for sale
Price each — — — 35c

Wash Boards

The Globe single Surface Washboard, with crimp and ventilated back Price each — — — 25c
Glass Washboards Prices each — — — 40c
Brass Washboard will not warp corrode or crack has a hard smooth rub bing surface finely finished
Price each — — 50c

Step Ladders

No home should be without a Step Ladder Stop bor rowing your neighbors Own one of your own
Price 5 ft each — 90c
6 ft each — $1 00

Ironing Boards

We stock one of the simplest and best folding Ironing Boards It is light and strong Price, each — $1 65

Ordinary Ironing Boards

Small size each — — 65c
Large — — 75c and 90c

Wicker Clothes Baskets

No laundry is complete without a Clothes Basket There are different kinds on the market but the most satisfactory kind is the wicker Price each according to size 85c $1 00 $1 25

Page from kitchen and household goods section of catalog.

ally sold with the assistance of letters and descriptive literature direct from the manufacturer.

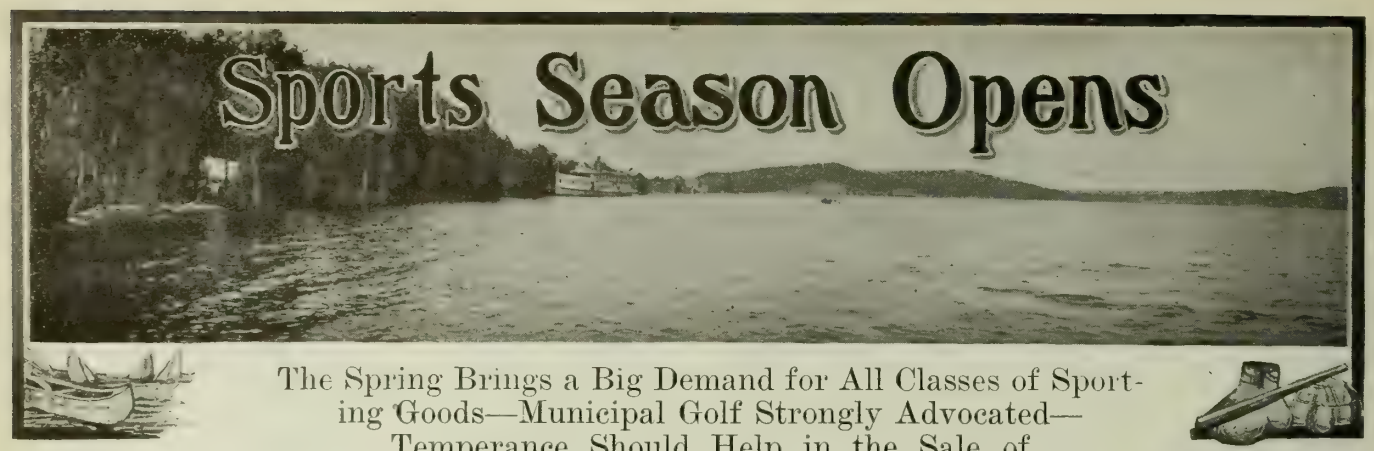
Using a Yard Stick to Advocate Wall Paper.

Another little device that had proved of benefit to this store from an advertising standpoint, was the giving away of yardsticks. This was done to encourage the sale of wall paper, which is a special line featured by the store. These are always given out at an opportune time in the early spring when the householders mind more or less naturally turns to the thought of household improvement. Then is the time he needs some measuring appliance, and as he measures his walls and computes the amount of paper that he will need, he is not likely to overlook the name of the dealer on the stick nor the suggestion accompanying the name that this store sells wall paper.

In such methods is found the very effective form of advertising because it presents the article at the very moment that the prospective customer mind is focused on that subject.

These are a number of suggestions of ideas that have been worked out by one hardware man. They are of a kind that makes them applicable to many situa-

(Continued on page 167).



The Spring Brings a Big Demand for All Classes of Sporting Goods—Municipal Golf Strongly Advocated—Temperance Should Help in the Sale of Angling Supplies—Other Points

IT takes salesmanship to sell almost any kind of goods but at certain seasons it perhaps takes little actual salesmanship to make certain lines move. Let the public know you have the goods, by advertising and by window displays and by any other method you may see fit to adopt. The impetus of desire will do the rest.

For instance, at Christmas time it is not hard to sell goods; although a real salesman, of course, will turn in a fatter sales book than the mere order-taking automaton. It is not hard to sell coal in winter time nor over difficult to dispose of screen doors in early summer.

The same applies to sporting goods in the spring. As soon as the grip of winter is off the land, the sport microbe that is latent in the blood of every man and boy begins to stir and joggle up against the other microcosms. As a result of the state of mind created by this conflict in the veins, the sight of a fishing rod, a lacrosse stick or a set of golfing sticks is enough to set the patient into a very turmoil of desire.

Of all the lines that the hardwareman should feature for spring, there is none more timely than sporting goods. Early spring finds the baseball and lacrosse clubs organizing, the cricket enthusiasts rolling the "crease," the golf clubs cleaning up the greens and the tennis courts being put into shape again. It is not necessary to either create or stimulate demand. The demand is there, literally pulsating for outlet.

All this, of course, is an old story to the hardwareman. He knows that the spring brings along a big demand for sporting goods. The purpose of this article, therefore, is merely to serve as a general reminder and, on top of that, to go into particulars on a few lines where perhaps there is a tendency to overlook the full possibilities.

The Golf Trade

For instance, there is the matter of golfing supplies. Now plenty of hardwaremen who handle sporting goods have never bought a solitary niblick nor handled a brassy; in short, have eschewed golf supplies entirely. This is not hard to understand where the town has lacked a golf club. There are few towns in Canada now, however, which lack a course, and those which do have citizens who belong to clubs elsewhere. And yet there are many hardwaremen who still neglect to take on this line.

Now your golfer is the most hardened inveterate, incurable "nut" to be found. He would play the year around if he could. Only a snowstorm will keep him off the links; a mere rain or a little hail or a light blizzard won't tie him indoors. When the season absolutely prevents play, he makes up for it by sitting around and swapping golf talk with others of the same breed as himself.

And, what is more, he is generally the kind of man who can afford any kind of extravagance. If a club offends him, he discards it. He buys balls by the peck. He does not, as a class, haggle over prices. In short, he is an ideal sort of customer.

Public Golf Coming

It is generally thought that the golfer is always a club man, and aristocrat, and that consequently the number of golfers is strictly limited. This is true at the present time. There is a movement on foot, however, for the establishment of public golf courses which, if successfully carried out, would make the game as popular as lawn bowling. There are public courses in many American cities and the interest they have evoked is enormous. On a Saturday afternoon or a holiday these courses are literally black with people and the criss-cross fire of golf balls is as dangerous as a bombardment at Verdun. If similar courses were laid out in Canadian cities and towns, it would not be long before every hallway would boast a golf bag and the talk around every dining room would run to mashies and putters.

The idea is coming to the front and the trade can put it down as certain that the number of golf devotees in the average Canadian town is going to be largely increased.

This means increased demand for supplies.

The Lawn Bowls Trade

Are you handling lawn bowls?

If this question were put to a company of hardwaremen there would inevitably be a few who would reply in the negative, and yet the craze for bowling has literally enslaved men of all ages and ranks and strung countless bowling greens right across Canada from coast to coast. It is a profitable business for the dealer. Every sale in-

volves a considerable amount and there is a comfortable margin. The war has curtailed the bowling craze to some extent but not appreciably at that as the majority of bowling club members are men of middle age.

If you happen to be one of the few hardwaremen not handling bowls, it would be a good move to leave the minority this spring.

Other Special Lines

The heavy drain on the ranks of the younger men has without doubt placed a heavy curtailment on the playing of the most popular games—baseball, lacrosse and cricket. There will still be plenty of demand for supplies for these games, but the dealer would be wise to pay most attention to less general sports. Mention has been made of golf and lawn bowling. Equal in importance comes fishing. Now the real disciple of Walton is as ardent in his love of the running stream and the flashing fly, as the golf enthusiast is of the green course and the nineteenth hole. He buys everything that is necessary and many things that are not; and some of the items he buys are expensive. It has been urged by someone, now that most

of Canada has gone dry, that the popularity of fishing as a sport will wane. This idea is quite wrong. If the angler cannot always get a bottle to take along, he will pay more attention to the sport. Instead of snoozing on the bank or sitting up, at the hotel with the rest of his party playing poker, he will put in his time actually fishing. In consequence he will need more tackle, more supplies generally.

The burning of John Barleycorn should bring about a boom in real fishing this year.

As to Methods

There is little that can be said with reference to methods that the progressive hardwareman does not know. However, let it be repeated again that there are two essentials to a good business in sporting goods—adequate displaying methods and at least one well informed salesman. In connection with the first essential it is necessary to keep the goods attractively displayed in the store and to have a steady succession of good window trims. Some merchants make a point of having their sporting goods near the front of the store but this is not always possible. The presence on the staff of at least one man who is a sportsman himself and who thoroughly understands all sporting goods and is persona grata with all other sportsmen in town is of great importance, such a man can bring a great amount of trade to a store.

The Advent of Municipal Golf

How Edmonton, Saskatoon, Calgary and Winnipeg Have Furnished Public Courses: the Need in Eastern Cities.

EVEN in these war times the *Canadian Golfer* makes no apology for featuring Municipal Golf as a community asset for Canadian cities and towns, drawing special attention to the fact that the larger and richer centres like Toronto and Montreal have no public golf course, while smaller cities of the West boast successfully-managed links. The writer also emphasizes the commercial side of the question—that a municipal golf course besides being a boon to the citizens is a splendid advertisement for the city itself. Mr. Lehman, of the Chamber of Commerce, Buffalo, advises that the Chamber of Commerce when offering inducements for conventions to come to Buffalo makes a point of the public golf course, and finds that a great many delegates inquire in advance regarding the chances to play golf. In our own Canadian experience, Edmonton not only conducts an up-to-date golf course without costing the ratepayers a cent, but in 1916 made a profit of $800, which is devoted to the up-keep of other portions of the Park system. We quote briefly from *The Golfer's* reports from several Canadian cities as follows:

Mr. A. G. Harrison, City Commissioner of Edmonton, writes: "Our municipal links have proven to be a great success. The property on which the links are situated was originally owned by the Hudson's Bay Company. They permitted the Edmonton Club to use same for golfing purposes, and when the tract of land (156 acres) was purchased by the city for park purposes, the old Edmonton Golf Club practically handed over the links to the city, provided they were kept up and operated. This has been done and visitors to the city have enjoyed the use of the course as well as our citizens. It has proved one of the attractions of the city and a source of enjoyment to all. Each year it has had a surplus, consequently the cost to the citizens is nil, and the surpluses have been applied to the improvement of the park (Victoria Park).

There were 9,543 games played in 1916, the season opening in April, not closing until December 1st. The total receipts were, in round figures, $2,000 and expenses $1,200."

Of the Calgary course Mr. J. M. Miller, City Clerk and Secretary of the Municipal Club, writes:

"The Calgary municipal golf course was formally opened August 7th, 1915. The course comprises an area of 99.8 acres; full 18 holes, total number of players during the year, 7,650.

"We have erected only this year a club house with locker rooms sufficient to care for our membership up to the present time. This building is erected on the principle of its ultimately forming the first section of a very commodious and up-to-date golf house. My own personal opinion is that in establishing a municipal golf course, the city officials have filled a want which it is hard to realize existed prior to the opening of the course, and in time, this departure will prove one of the best paying investments the city has made. Our attendance receipts this year are far in excess of those of last year, and are in keeping with the club's expectations at the commencement of this season's play. Next year we will be bigger and better than ever, as we have in mind the providing of an inner nine holes for the ladies, who have been showing very marked interest in golf this season. The following is our financial report for 1916: Expenditures: Labor, $1,349.92; material, $459.50; total, $1,809.42. Total revenue, $1,775.50; number of players passing over first tee, 7,582."

There is no municipal golf course in Saskatoon, although the Saskatoon Golf Club plays golf in a park owned by the city, the use of which is granted to the club free of charge on the condition that any person be allowed to play golf on the city grounds on payment of a fee of 25c. for each round of eighteen holes, or an annual fee of $12. This arrangement has been carried out for the past three years. Mr. J. S. Mowat, honorary secretary, reports that the club has now a membership of over one hundred men players and about twenty or thirty ladies, and the annual subscription charged to members (which includes the use of club house, lockers, etc.), is $12 for men, $15 for married couples, and $5 for ladies.

The club owns the club house, machinery, etc., used on the course, and keeps up the course of the revenue derived from members' fees, and the fees charged to occasional players who do not join the club, and of course, are not entitled to any of the privileges of membership. The amount derived from fees paid by these occasional players varies considerably each year but will probably be $300 per annum approximately. The club employs a professional who acts as ground-keeper and also makes and repairs clubs; and he has additional assistance as required. Although the subscription is a low one too low in fact to get all the improvements made which are desired) the course is kept in good order and all current expenses met out of revenue with a surplus usually amounting from $300 to $400 a year, which is applied towards capital expenditures on club house, grounds, etc. There is no doubt whatever that the lowness of the fee has made the game more popular here than otherwise it would have been, as many who are induced to try out the game at the small municipal fee of 25c. a round get enamored of the game and ultimately become permanent members of the club.

Adjoining Kildonan Park, in Winnipeg, on the property purchased by the city as an exhibition site, at a cost of over half a million dollars, a municipal golf links has been in course of construction this summer, and by the time the snow has gone it will be ready for play. Mr. L. R. Plunkett writes that the Winnipeg public links will provide quite interesting golf. It will be an eighteen hole course measuring $5.470 yards, which makes it only 633 yards shorter than the St. Charles Country Club green and 479 yards shorter than the Winnipeg Golf Club links at Bird's Hill. Pine Ridge measures 5,938 yards and the Elmhurst links which will also be opened next summer, will measure over 6,000 yards, so that we see the public links will be very little shorter than the others. In the laying out of the course all the natural features have been made use of, including two drives over a railway line, the Bergen cut-off, which runs through the property and there will be other interesting shots from the tees, and through the green, so that golfers will find it, if somewhat flat, of a "sporty" nature and one generally demanding accurate golf. The longest hole is the 15th, which measures 520 yards, quite a good length, and there is a rattling fine hole to finish up with—another par 5—which will give the player who is "one down" coming home a chance to carry the match to the 19th.

(Continued on page 176).

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

EDITOR'S NOTE.—Many letters have been received from retailers stating that the series of articles by Thos. Stanfield, on sheet metal work, have been of inestimable value to them. A large number of merchants have clipped the articles as they appeared, and have the complete series. Following is Article No. 44 of the series.

THE following article describes a method of pattern developing not taken up before. It might be termed shop practice, because of the fact that it shows how short methods can be followed, and, instead of developing the pattern on paper, it can be developed right on the sheet of metal from which the elbows are to be made. In plate 44 will be seen a handy article called a mitre plate, which, if prepared and kept on hand, can be used to advantage.

Before taking up the subject, it should be stated that every tinshop should have a good sized protractor, a steel T square. This can be easily made where there is a brake handy.

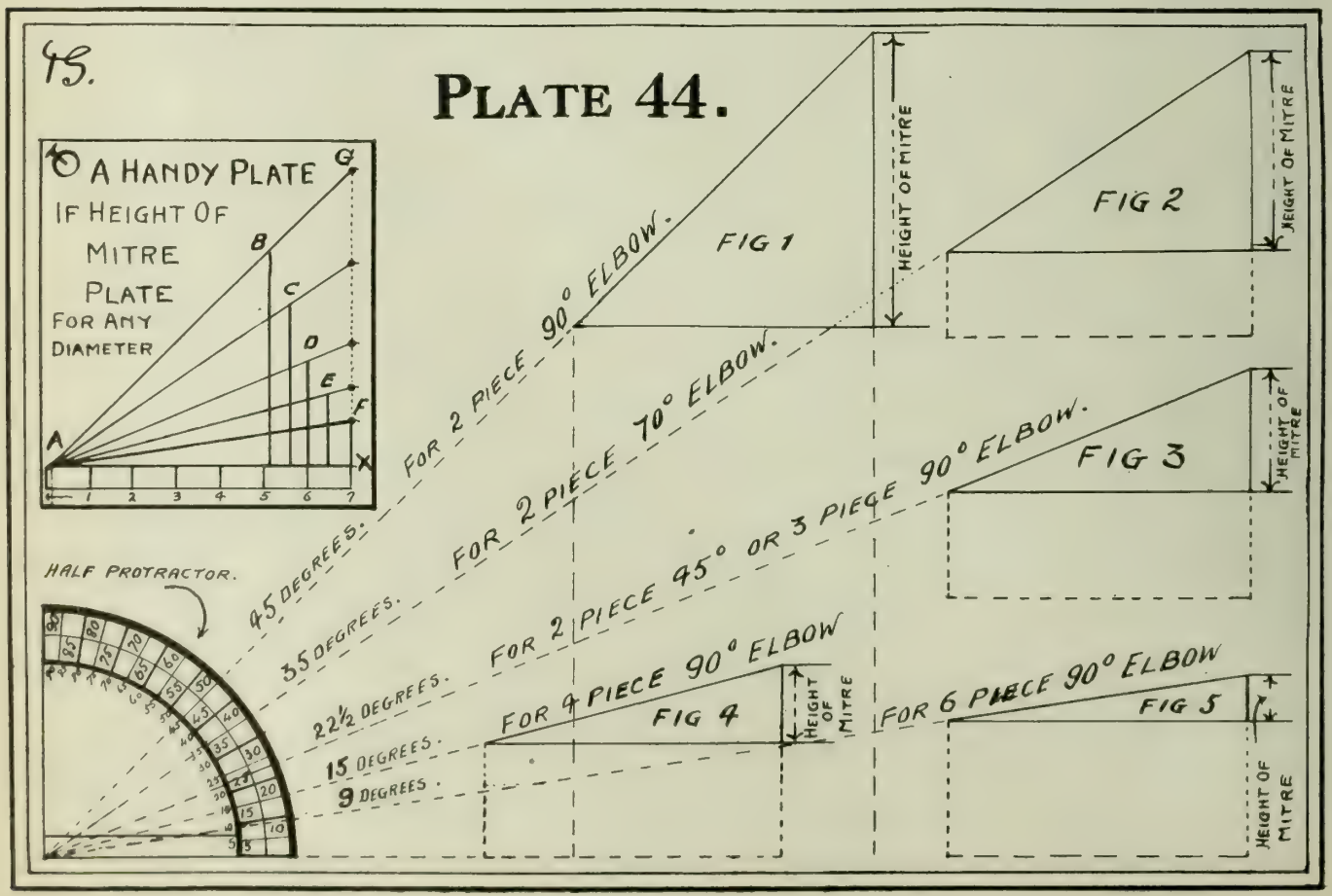
While this article simply treats with standard sized, or rather mitred elbows, the method can be adopted when developing any angle of elbow or offset.

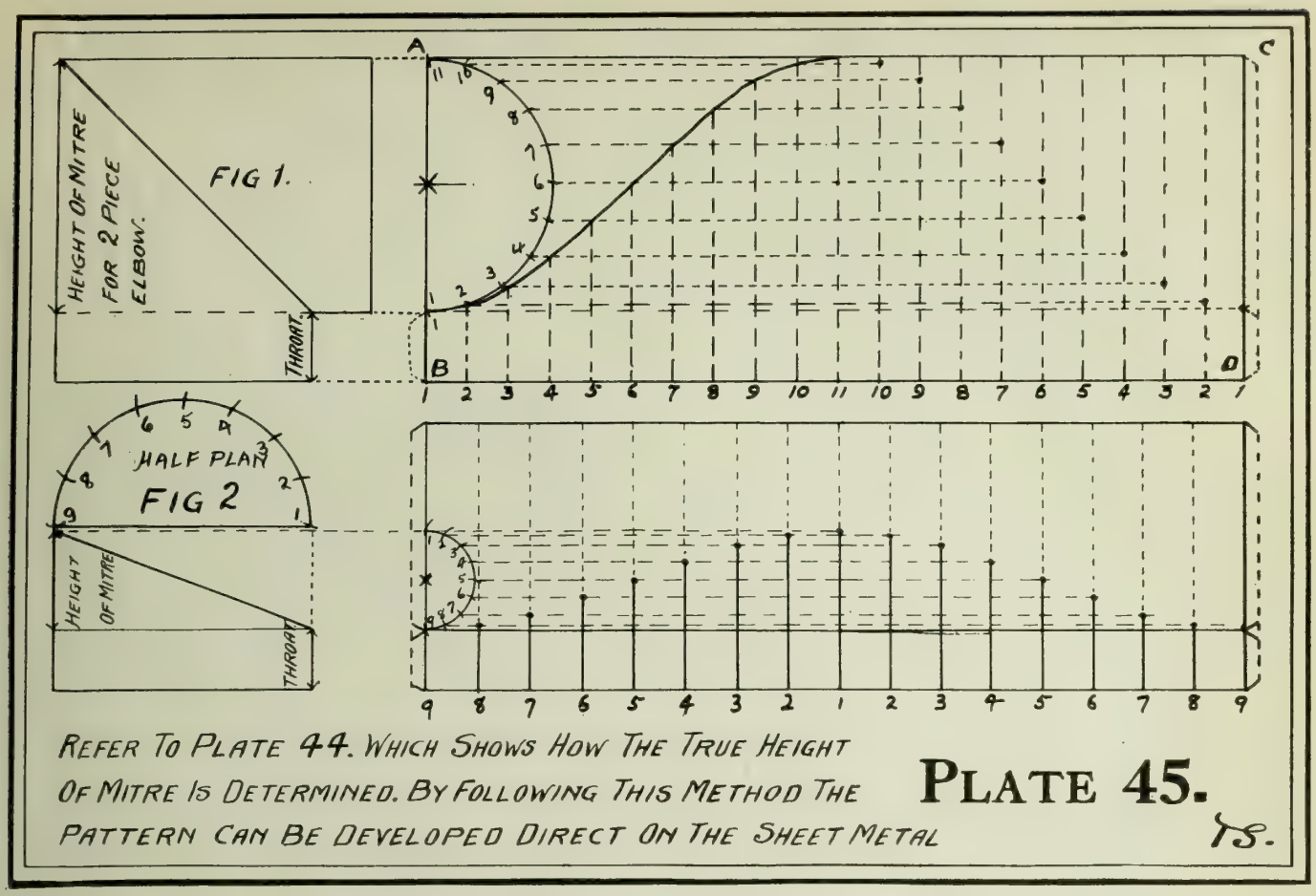
Let us first assume that the pattern for a 2-piece, 90-degree elbow, and the diameter is, say, 3 inches, the mitre line will be 45 degress, and the height of the mitre will be the same height as the diameter.

Now add any length of line required for the depth of the throat, as shown on plate 45, Fig. 1. It will be noted that the curve of the pattern begins at the point where the throat begins.

Now, turn again to plate 44, and note how the protractor is used. Place the straight edge of the protractor against the edge of the T square and, with the 90 degree point in line with a perpendicular line, mark off the angle required. Seeing that a 90 degree, 2-piece elbow pattern, as well as a 2-piece 45 degree, or 3-piece, 90 degree elbow is described, we will develop those mitre lines used, and shown in plate 45.

It will be seen that the height of the mitre lines only is shown in plate 44, but no mention of the diameters is made. Now, turn to the "Handy Plate." The longest mitre is for a 90 degree, 2-piece





elbow, which is shown as being 7 inches in diameter; but suppose an elbow 4 inches diameter is required, the point of the compass is placed at A and opened to 4 and by drawing a line at right angles with line A and line X cutting line AG in the same manner as at B, the correct height of the mitre is procured.

The same course is followed if a 2-piece 45 degree, or 3-piece 90 degree elbow is required, by way of proving the accuracy in heights of the various mitres, measure the different ones, Figs. 1, 2, 3, 4, and 5 in plate 44, with the diameters and heights of mitres shown on the "Handy Plate."

Now turn to plate 45. Fig. 1 represents the diameter and height of mitre for a 3-inch, 2-piece, 90 degree elbow. It will be noted that the mitre is 45 degrees. We will now assume that ABCD is a piece of sheet metal and 1. B. 1. is the length of the throat, while 1. 11. A. is the height of the mitre. With point of compass at X draw a half circle and divided into any even number of equal parts as shown, 1, 2, 3 to 11, viz., 10 parts.

Now, divide the sheet with the measurements procured, beginning at 1.B. to 11, and from 11 to 1. D. and from each of these points draw a vertical line and intersect these lines by drawing horizontal lines from the points 1, 2, 3, 4 to 11 on the half circle ending at each correspondingly numbered vertical line, after cutting through the first of each line bearing the same number. It will be noted that only a part of the pattern outline is drawn, the rest is simply dotted where the vertical and horizontal lines cross. The curve shows how to cut with the snips; the dots are in practice really punch holes, so that in cutting with the snips the various points can more easily be followed.

Fig. 2 is a very similar problem except that it shows how the pattern for a 45 degree, 2-piece, or 90 degree, 3-piece elbow is developed of the same diameter as Fig. 1. On account of the mitre being less slanted, which would require too many lines being drawn horizontally across the piece of sheet metal, the half circle is divided into few parts.

It will be noted that while the height of the mitre for Fig. 1 is the same as the diameter, the half circle also represents a true half plan, but such is not the case in Fig. 2. The true height of the mitre in Fig. 2 is, however, the diameter of the half circle and by dividing the smaller into eight equal parts, the position of the horizontal lines is determined. But to find a true circumference which must represent the length of material required, it is necessary to draw a half plan.

It will be seen in this pattern that vertical solid lines are drawn to meet the horizontal lines and that dots are shown. By cutting from one dotted section to another, the material for two pieces is procured, from which a two-piece, 45 degree elbow can be made.

(Continued in next issue).

TAKING GOODS ON CONSIGNMENT

(Continued from page 145).

have no more moral right to take their goods out of a stock than has any other unpaid vendor of goods who can identify the goods sold by him.

Few merchants would care to have any kind of a lien, charge or agreement registered against their stock. It would hurt their credit and considerably interfere with their business; and, besides, no good reason can be advanced why a firm selling on consignment should stand on any higher plane than a firm selling on credit in the ordinary way.

The subject of consignment goods has many other legal aspects which I might have discussed, but have refrained from so doing because they do not particularly interest the retail merchant. In closing, I wish to state that some lines of goods, especially seeds, could hardly be handled in any other way than by consignment for sale on commission. Such exceptions have no bearing on the general advice here given. And now, finally, I do not wish to be understood as advising merchants not to handle goods on consignment provided they get a square deal.

Accuracy Boosts Tinshop Profits

Forms Used by Smith Hardware Co., to Eliminate Losses — Record Kept of Material and Time on Each Job—Good Rules to Follow

MAKING the tinshop pay is a problem for some merchants. At every hardware convention the tinshop comes in for considerable discussion. Opinions vary on a great many phases of tinshop management. There is one point, however, on which mostly all merchants agree and it is that in order to know where you are at, some definite record must be kept of the workmen's time, work accomplished and material used. In order to have this information available when needed, Fred B. Smith, of the Smith Hardware Co., Belleville, uses a number of forms in connection with the tinshop and plumbing department of his business.

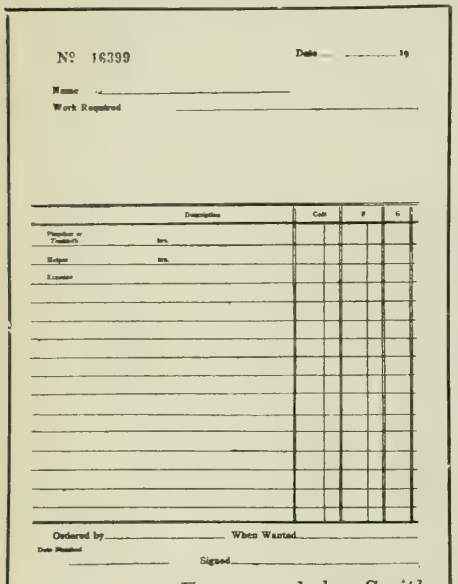


Figure 2. Form used by Smith Hardware Co., Belleville, Ont.

Shop Order Form

In the first place, Mr. Smith uses a shop order form, as shown in Fig. 1. The order from the customer is entered on this form, and the form is passed on to the shop foreman. On the form space is provided for the following information:—

Date.
Name of customer.
Work required.
Plumber or Tinsmith.
Helper.
Expense.
Time of each.
By whom ordered.
When wanted.
Date finished.
Signature of customer.

In addition to the foregoing there are spaces for cost, etc. The forms are numbered consecutively, the one shown is No. 16399, and when the job is completed, the form is used as the original charge—it takes the place of a counter check book.

A Job Ticket

In the shop a job ticket is used as shown in Fig. 2.

This ticket or form measures 7 x 9 inches and is used by the workman on each job. The foreman is able to complete the filling in of his shop order (Fig. 1) from the information supplied on the job ticket (Fig. 2).

On the job ticket space is provided for the following information:—

Name, Street and No.
Material for Job;
Material Used;
Plumber or Tinner's Time;
Time Leaving Shop;
Returned to Shop;
Time in Shop;
Helper's Time;
Materials or Tools;
Left on Job;
Signature of Workman.

This form must be returned when the job is completed.

Space is also provided on the form for the store order number, which in this case would be No. 16399, as shown on Fig. 1. One of the job tickets is used by the workman on each job.

By using these forms the proprietor can tell exactly when the order was placed and when it was completed. He can tell the exact amount of material or time consumed on a job. At the end of the week or month he can tell exactly how his men have been employed during these periods. The records are all kept on file and can be referred to at any time.

One good feature of the job ticket is the space provided for material and tools left at a job." This eliminates danger of loss through goods being forgotten.

A Toronto plumber was recently called in to see a slight defect in some plumbing work done in a new house a year ago. After inspecting the defect the housewife told him that there were two lengths of pipe out in the yard —evidently left by the workmen who did the job. The plumber went out to see them. He found two lengths of ½-in. pipe, and a half dozen couplings, all badly rusted. They had been left there and forgotten. The plumber saw at a glance where there was a serious leak in his business—he should have seen it before—he should have guarded against such losses. The job ticket of the Smith Hardware Co. is designed to prevent losses of this kind.

Good Rules to Follow

A merchant who runs a very successful tinshop gives the following rules which he claims have helped him to make his tinshop pay:—

"I watch the buying end of my business and always try to place my orders in the best markets.

"Preventing waste of material is another important point in connection with running a profitable tinshop.

"Without proper supervision and instructions a large amount of material can be allowed to go to waste, and this means a serious drain on the profits.

"Waste of men's time is also a serious leak if allowed. I always try to have work ahead—that is. I endeavor to get customers to place orders and con-

(Continued on page 167)

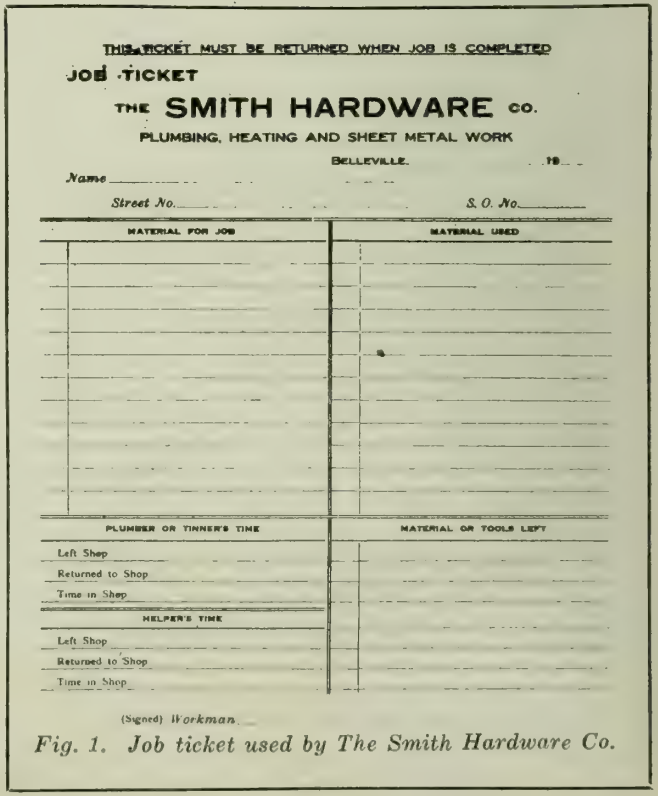


Fig. 1. Job ticket used by The Smith Hardware Co.

Below is the first of a "Service Series" prepared for Hardware and Metal. No. 1 is entitled, "How to Cut Glass Properly." By following the instructions much waste will be eliminated. Retailers should tear out this page and paste it up in a prominent place near the glass cutting board where it can be read by all clerks, more particularly the juniors. In future issues other important matters will be taken up. The series of articles will prove money-makers to retailers who use them.

HOW TO CUT GLASS PROPERLY

First.—Cut the Glass on the Hollow or Concave Side.

Second.—Always Keep the Cutting Tool in Good Shape.

There is much loss in the course of a year through the breakage of glass. It is one of the serious "leaks" in the hardware business. Inexperienced clerks often spoil glass. Many hardwaremen themselves have much breakage in glass because they are not familiar with the right way to cut it.

Sheet glass should always be cut on the hollow or concave side. One can easily tell the concave side by holding the glass up and then glancing down the edge. This slightly hollow or concave nature of the glass is caused through the process of manufacture. In the manufacture of sheet glass it is first blown into a cylindrical form that resembles a huge bottle. This great bottle-like structure of glass, which is from fifteen to twenty feet in length and about three feet in diameter, is cut into sections approximating five feet in length. These sections are split open at one point by drawing a hot iron across. They are then laid on a mold and flattened by means of heat from a coke furnace. It is never possible to make them exactly flat. The sheets are slightly concave.

There is greater resistance on the convex side than on the concave side. This accounts for the cut "running out" and invariably a spoiled sheet if the cut is made along the convex side. It is essential to safeguard against waste that the glass be cut along the hollow or concave side. But it is also very necessary that the cutting tool be kept in good condition. Care should be taken that it does not get dull or that the bearing in which it runs does not become worn. If the cutter becomes dull it will skip in places. These little skips are danger places that often cause the cut to run out. If a wheel cutter is used the little wheel should be kept oiled. When not in use if it is kept covered in coal oil it will always be in good shape. As soon as it begin to show signs of dullness it should be discarded or the wheel should be replaced. Where a diamond is used it is always advisable for only one person to use the diamond. It is seldom that two people hold a glass cutter in the same manner. Every clerk who is allowed to cut glass should have a cutter or a diamond for his own personal use. And he should take good care of it. The breakage of two or three large lights of glass will cause a loss in actual money, equal to the cost of a good many glass cutters.

Hardware and Metal Service Series No. 1

You Can Sell More Paint This Spring

Some Brand New Ideas, and Some Old Ones—Practical Ideas, Mind You—A Competition That Looks Good—Definite Suggestions — What a Little Red-hot, Very Busy Campaign Will Cost.

By John C. Kirkwood

PAINT ought to sell well everywhere in Canada this spring. Indeed, it is certain to sell well for the people have lots of money, and are spending it freely, and nearly everybody wants to brighten up his home — with paint.

But no wise retailer will leave it to his community to find out that they want and need paint; on the contrary, he will make very sure, by efforts of his own, that they want and need paint. The wise retailer will suggest paint—will fling paint into the faces of his customers, figuratively speaking; will make them see red, blue, yellow, green, brown, and other colors too numerous to mention.

When people have paint flung at them, when they run into paint wherever they go, when they are compelled to eat paint, as it were, the chances are that they'll buy paint—by the gallon, by the barrel, by the ton—this in the aggregate. And when they buy paint in tons, they turn the retailer's cash drawer into a music box, giving out golden and silvery strains, to use poet's language.

Helping Retailers to Sell Paint

This article in HARDWARE AND METAL is designed to help retailers to sell paint, to show them practical ways which they can employ to increase the sale of paint in their local and surrounding communities.

The ways to be proposed will cost in some cases real money, but this is as it should be. You must plant if you are to reap. You must spend if you are to get. Remember what the Good Book says: "There is a withholding that tendeth to poverty, and a scattering which enricheth."

But we'll try to make the outlay for you not too heavy. Would $25 strike you as being excessive? Well, we shall see what we shall see.

Have a Good Paint to Sell

Of course, you are supposed to have a good brand of paint to sell—a brand that the makers guarantee to you; and a brand that you yourself know to be good. It is folly to spend energy and time to market a paint that later on will shame you and make bad friends, and advertise you in a very unprofitable way. The public wants good paint—those, at any rate, who own their houses and outbuildings. They know that first cost is least cost. While they may grouch a little when you name for the first time the price of good paint, and tell you what Eaton's sell paint for, and what some nearer dealer sells paint for; yet you can generally convince them that price by itself is no criterion of value; that of greater dependability is the pledged word of a reputable maker, as represented by his brand and signature. Your customers will trust **you**, and you can give them many good and winning arguments as to why they should buy the best paint—the paint of real worth, containing a right amount of pure linseed oil, and a pure white lead, and pigments that can look the sun in the face bravely without paling.

Fortunately, Canada has several paint makers that can be relied on—with a name to keep. Their advertisements appear in HARDWARE AND METAL. Each maker does his level best to win you. Each believes wholly in his brand—this because he knows it. His present fortune and his future fortune are locked up in his brand. It is for you to make your own alliances, and if you have trouble in making a decision, congratulate yourself that your difficulty is not that it is hard to find a really dependable brand, but that there are several good brands offering.

We'll suppose that you have the brand or brands possessing your faith and enthusiasm. This settled, the next thing is to get rid of the stock you buy, and to keep on replenishing and selling your stock — this until your community is saturated with paint, unable to absorb another quart.

Selling Your Paint

When it comes to selling the paint you have bought, you are up against the hard work of your business. Selling—real selling—is rarely easy. **Real** selling is making sales to people who did not know they wanted to buy until they learned of it from you. **Real** selling is changing No's into Yes's. **Real** selling is getting a customer to buy more than he intended to buy. Pretty hard work is **real** selling; but what a joy there is in it!

How One Dealer Got Orders

One country store dealer, of whom I read recently, sold paint before he bought it!

Clever fellow, that! He went about the country—the territory he served—and called in person on every family. He looked up the good woman—the better half; and learned from her what was being contemplated. Adroitly he worked up a desire for paint. He found out what color scheme was favored for the painting of the exterior of the dwelling. And in the end he got a definite order. He had color cards, and color-combination cards, and these helped.

He canvassed all his territory, and made a regular "clean up." Then he ordered the paint his customers wanted. He filled his windows with the great stock—and it **was** a stock! His opposition said to him — "Moon, are you crazy? What are you doing with all that paint? Man, you'll never sell it!" and Moon said to him: "Jack, old chap, that paint's all sold! I've put one over on you." And Jack found it to be all too true.

Now, is there any reason why you, where you are, should not do something of the same sort? **You can do it**, for it can be done. **It has been done**—done by a man who hustled, who didn't like to have a shiny surface on his trouser-seat.

Of course, it would have been better to have done the canvassing in February; but if you have the desire and the will, you can do a whole lot yet.

Have You a Good Mailing List?

Now I am going to touch some of my readers on a sore spot. They will wince when I press upon them this question: **Have you a good mailing list?** There, I knew that some of you would shrink from answering that question. To have to say No to that question makes you feel like a boy caught with his shirt-tail on public view.

And why haven't you a good mailing list? Is it because it has no value? Is it because it can't be made up? Is it because you've just neglected it?

The answers do not matter. The big thing is—**Get the list.** Begin to make it now. Hire a man, a woman, a girl, to make it up for you. Pay out $5 or more to have it prepared. Use the telephone book, the voters' list, church reports, rural free delivery lists. Ask your neighbors. **Do anything; but get the list.** Far better to set someone at this work who can and will give all his or her time to the work, until it is done, than to attempt to do the work yourself—you, a busy man with a thousand things to do; you whose time is worth more than 40c.

Boys and Girls:

Color this House and Win a Prize!

BOYS and girls of .....(Fill in name of your town or city)..... and in the country round about, we want to know how each of you would paint this house—what colors you would use, this supposing that you owned this house and wanted it freshly painted? (Color the rest of the picture if you want to.)

So color the house in this advertisement—with crayons or water colors, as you choose. Then cut out the advertisement and mail or deliver to us on or before ..... (Fill in closing date) ..... Be sure to give answers to the questions asked in this advertisement, in the spaces left for them.

We shall give prizes to three boys and three girls—six prizes in all. These prizes will go to those boys and girls who send in the best work. We have asked the following three persons to do the judging, and their awards must be accepted as final:

Fill in Names of Local Judges

The PRIZES are as follows:

1st Boys' Prize - - - - .....
2nd Boys' Prize - - - - .....
3rd Boys' Prize - - - - .....
1st Girls' Prize - - - - - .....
2nd Girls' Prize - - - - .....
3rd Girls' Prize - - - - .....

Competitors must not have passed their 18th birthday

Pleasing and careful coloring will be test of work. The questions to be answered are:

What is your name and age?.....
And address?.....
What is your parent's name? .....
What building known to you would look better if freshly painted? .....

Now boys and girls, try your best. After the awards have been made, we'll show the colored advertisements in our window.

Matt Horton's Hardware Store

100 MAIN STREET - HURSTON

Illustration No. 1

PAINT IT THIS SPRING!

ALL Winter and Spring you've had in mind painting your house, inside and out, or your out-buildings, or your fence or your garden furniture, or your implements.

Now the time has come to decide.

But have you settled the question of the particular brand of paint to use?

Let us tell you something about

Name of Brand You Sell

It contains pure linseed oil, and lots of it, and without a pure linseed oil, made from well-matured seed, you cannot have a good paint.

It contains the right amount of pure pigments of highest quality, and it is this that makes the paint **wear.**

The coloring pigment is also of highest quality, thoroughly ground—and unless the coloring matter is good, it soon bleaches out.

The whole is thoroughly mixed, making a smooth-flowing paint of even quality—a paint that spreads well, giving you large covering capacity.

Name of Brand You Sell is guaranteed to you by its makers. This is your protection. Have us recommend the right paint for the job you want done. Use our knowledge and experience.

Remember that a poor paint soon looks bad—fades, scales and looks mean and cheap. You simply must have the best pigments, vehicles and colors in the paint you buy, *or you'll have to do the job over again very soon.*

Cut Here

Brushes

WHAT sort of brush do you need? There is one right brush for the job you mean to do—and there's a difference in brushes. Shun the brush whose hairs fall out early and easily. A few cents more will pay for a brush that does good work and lasts for years.

Come in and talk it all over. Get our color card. Ask for an estimate.

Matt Horton's Hardware Store

100 Main Street, Hurston

Illustration No. 2

Display cards prepared by H. W. Parr, add greatly to the attractiveness of the above window display of floor finishes. Note attractive card in middle of window inviting the public to ask for booklets.

or 50c, or 60c an hour. This list, when compiled, will be an asset, worth a hundred times its cost. It will be like a strategic railway, in the language of military men, by which you can always get close up to those to whom you want to sell.

You must know your constituency by individuals and families, if you are to do best selling work. You can't possibly do bullseye work—rifle work—unless you know your community singly—this as contrasted with it viewed as a mass.

With a mailing list, you are in a position to go ahead—straight ahead. You can shoot straight and true, with your eyes open; and you can see the bullets get home.

Again I say: **Have a mailing list, and a good one.** Pay for it, and begin its compilation within the next twenty-four hours. If you refuse or neglect to provide yourself with this mailing list, then I fear you won't sell all the paint this spring that you can and should; and that mailing list, unborn, may cost you ten times the sum it will cost to have it brought into the world.

I pass on.

Selling Begins at Home

Begin right at home to discover your paint market. The chances are that some of my readers will begin to scan the far-off fields—the rural community that stretches from the town's or city's limits miles and miles away.

A mighty good beginning will be your own store. Practice what you're going to preach.

Go straightway to a painter, and arrange with him to paint your store front—whenever the weather permits. Get him to give you a rough sketch of your store front, painted in the colors you have chosen. Put this in your window, on your counter. Display it prominently in your store. Talk about it. Let every customer and every passer-by know that you are going to paint—and that So-and-So's paint, or that Such-and-Such a brand, will be used. Take your own medicine. Get off to a good start. The moral effect will be great. Your sales staff will catch fire and spread the conflagration.

Canvassing Your Neighbors

Start out on a personal canvass—of your brother merchants. Put it up to them. Ask them to let you submit an estimate—and a color suggestion. Say to them that the Old Town must smarten up. Put heart into your canvass. Smile. Say, "By Heck!" and "By George!" or any other ardent expression.

You'll get rebuffed here and there—but what of that? When, as a lad, you fished, did you get a fish every time you made a cast? But when the day was done, your twig or string was adorned with enough of the finny tribe to make a supper or a breakfast.

Go to those homes that your eye tells you would look better if freshly painted. Make a survey of your town—yourself. Get up in the morning—at 5 o'clock or 6 o'clock, and begin your "constitutional" with a note book. Go a-spying in the lengthening evenings. That book of yours will soon lose its blankness. It will swallow up address after address.

Put down the color scheme that suggests itself to you as being good. Calculate the probable cost. You can do this. Then phone the owner, or write, or call. Call, if you can, and put the matter straight up. You'll be welcomed nine times out of ten—for the world loves a lover—a lover of business. We all like the earnest salesman—the newsboy who dashes at us—to beat out a competitor, who shows eagerness to serve us. We like the man or woman behind the counter who has no languor, but is all attention and brightness and heartiness. And you—you, the proprietor—will be more esteemed if you give this evidence of your devotion to your business, if you show that you have something really definite to propose.

Go to your prospects in the name of Clean Up! Paint Up!—**but go!**

Success will attend you. You cannot win every time, but **you cannot wholly fail.** And every success breeds another.

Let your best salesman or salesmen have a whirl at this game. It will do him or them good—and will enrich you.

The Way to Success

I am in deadly earnest in making this suggestion. It is saying what I believe down to the tip of my toe. It is preaching an old sermon. And this saying, this sermon is: **You must carry your business to your public.**

The ordinary man is indolent. He likes to sit down or stay at home. It is the extraordinary man who is venturesome—who has a will that commands his spine, and that makes him put tacks and bent pins on his own chair.

I am talking to extraordinary men—men with wills that are robust, masterful, ardent—that want success and that work for success; men that refuse to take things easy, that are ready to do some sweating to earn an honest dollar. I am talking to hardware dealers who really are in earnest in their desire to sell paint.

I have sketched—merely sketched—a plan by which you can cultivate your home field. I am not filling in the details. You can do this. The seed-thought I have planted in your mind will spring up into branching life—if you will that it shall.

A Competition for Boys and Girls

But let me suggest something that you can do—something more, that is—to put painting into the minds of your community.

I am illustrating this idea, so that you can get it the quicker and the clearer. (See illustration No. 1).

It is a competition—a coloring competition. Boys and girls are to be asked to color the building—shown in the picture—color it with water colors or crayons; and to submit their work on or before a given date. This illustration can be printed in your local newspaper or newspapers. This is the cheapest way of advertising the idea. Or it can be made a hand-bill.

The text of "copy" of this advertisement will give you the idea.

HARDWARE AND METAL will supply electros of this illustration—sizes as shown in advertisement on page 159 at cost price, namely, $1.00. This price includes mailing charges.

The Advantages of This Competition

Let us see what this competition will do.

It will get the idea of paint into many hundreds of homes—through the children. Parents will become interested. The competition will set parents thinking of paint, and planning color schemes for their own homes. All this is just what you want.

The competition will advertise **you,** your store, your brand of paint. It will give you the names of parents, and will supply you with names of buildings that are judged to be in need of painting. Thus you are "tipped off"—given guidance as to where to canvass for orders. Thus will you get valuable information.

Some Suggestions

What prizes shall you give? That is for you to answer; but I'll suggest a few things: Flash-lights, roller skates, pocket knives, tools, silver spoons, scissors, a fishing rod, a tennis racket — and some simpler, cheaper things. You can offer real money, if you like; or can offer confectionery.

I have suggested six prizes. You can offer a dozen prizes—or twenty or fifty. You can divide the prizes into these divisions: One set for those under 10 years of age; the other for those between 10 and 18.

About the judges: Get the principal of the public school, and some teacher of painting, and some minister. Get the best names you can. Let outsiders do the judging, so that there will not be any feeling of resentment which can be visited on you. Put the burden of decision on others' shoulders.

Do not omit some right reward to your judges. Be generous.

Now it is up to you—if you like the idea—to go ahead, and fix it all up to suit yourself.

Get Out a Hand-bill

You will probably want something to put into parcels—something that you can mail to families and individuals; that can be distributed to school children. I suggest a hand-bill. Also, I am suggesting the copy and display for it. (See page —). You can follow this suggestion, or change it, as you like; but what is provided will give you a start.

Why not print the competition proposal on the reverse side—and so make it a double-barrelled gun?

A Newspaper Advertisement

You ought to use the local newspaper or newspapers, and use good-sized spaces in them. When you are trying to arouse people, don't tinkle the bell. Swing it hard, and let it be a big bell—a regular fire- alarm.

This newspaper advertisement can be the same as the hand-bill—same copy, same size. Thus you can reduce composition costs. Also, it won't hurt to give double emphasis to your hand-bill announcement.

Probably you can get "cuts"—electros—from your paint manufacturer to put into this advertisement. I am assuming that you can, and am leaving a blank space in the suggested advertisement. (See page 160 for such an electro.

Right here is a good place to say: Write to your paint house for suggestions; that is, if it has not already written you. It is likely to have a tubful of good suggestions — complete electros, with a space left for the insertion of your name; these it will send you, free gratis and for nothing—tickled to death to do so, These ready-prepared advertisements are likely to be very good, written and designed by high-priced advertisement writers.

Have Paint Windows

Put paint in your windows. No real need to suggest this, because you'll do it anyway. But let me say this: Put life into your windows. By which I mean: Make your windows look really **alive.** There is a tendency sometimes to make a **Pretty Window**—a sort of Sunday-dressed window, all spick and span and tidy, with not a hair out of place. If you could get some gentleman of color to sit in your window, dressed up in smudgy painter's clothes, with a paint brush in his hand, and an open pot of paint; and have him splash paint on sheets of white paper, you would have a big crowd before your window most of the day—this if you live in a city. This would be one way of putting life in your window.

Haven't you someone in your employ who has skill enough to make a good-sized house—out of plain wood, a house to go in the window? Then make this unpainted house the centre of your window scheme. Put a card alongside of the house—such a card, for example, as follows:

> **This House needs Painting.**
>
> * *
>
> **It will be shown in this window on May 1st, all painted.**
>
> * *
>
> **Look out for it then.**

This will arouse interest—and you can make it create talk. You can offer a prize, if you choose, for a recommended color scheme.

Here is an idea you can make much of—if you want to.

The Cost of Painting

One thing that keeps many persons from going ahead with painting is a lack of knowledge of the cost of painting. Many are prone to think that painting costs prohibitively. Perhaps it does; but then, again, perhaps it does not. One thing is certain: definite knowledge concerning the cost of painting helps people to come to decision.

Can't you give a customer a pretty good idea of the amount of paint required for a job? Suppose you were sent for to provide an estimate of the amount of paint required for a dwelling, two coats, etc., etc.; couldn't you make the calculation?

Now help the customer make this calculation for himself or herself. Tell the amount of surface, one coat, that a gallon of your paint will cover. And so on.

You see what I mean: help customers to make calculations themselves.

You do not need to figure on labor. That is something you are not selling, so omit it. Talk paint.

If you want to print a slip or card, postcard size, say, and distribute it (putting it in parcels), this card or slip to give some plain suggestions concerning how to calculate the amount of paint required for a dwelling, go ahead. It will be good advertising, and will get you orders. I do not urge this, however, for I do not want to propose too many things, fearing that some good readers will get the idea that HARDWARE AND METAL is making it a very burdensome business to sell paint.

A Little Campaign And Its Cost

Let us gather together the suggestions

offered, and calculate as to their cost.

There is the competition. Suppose that this measures (type portion) 10 inches deep x 7½ inches wide when set up.

As an advertisement in your local newspaper, this will call for a space 10 inches deep x 4 columns wide—a total of 40 newspaper inches. To insert this advertisement one time will cost:

When the rate is 10c an inch....	$4.00
When the rate is 15c an inch....	6.00
When the rate is 20c an inch....	8.00
When the rate is 25c an inch....	10.00

The proposed handbill-newspaper advertisement (see page 160) can be made the same size, and will cost the figures given in the preceding paragraph.

The handbill (see page 160, No. 2) will, we are assuming, be of the same size (type portion) as the competition advertisement, and will be printed on a sheet measuring 9 x 12 inches.

	Will cost Approximately
1,000 printed on one side and in one color	$6.00
Do. printed both sides (competition advertisement on reverse side)	10.00

(These are Toronto prices. Your local printer may quote you a lower figure).

If you have run the competition announcement in the newspaper, as an advertisement, then you will not have to pay a second time for its composition—when used for the handbill. Similarly in regard to the paint advertisement when used as a handbill.

Now let us add up these items of cost:

The competition advertisement (when run in newspaper), say	$6.00
The paint advertisement (when run in newspaper), say	6.00
The handbill (printed both sides), quantity, 1,000; price, say	10.00
Total	$22.00

So it is not a very heavy sum, after all, to spend to make a local stir, and to put the paint idea into the minds of your constituency of customers.

But to achieve big success, you must work behind, under, on top of, and in front of, printed advertising. Nothing quite equals sweat, remember; and when I say sweat, I mean not only body-sweat, but brain-sweat.

A hammer is a mighty useful tool, but by itself it isn't worth a 5-cent piece. It has value only when it is grasped by a human hand and used for driving nails. **It is the human power energizing the hammer that makes a hammer do its work and valuable.** And it is exactly the same with printed advertising. If success and big business could be won by paying a printer to set up words in type and print them on a piece of paper, and scatter the printed sheets about, we'd all get rich very quickly. It is only when printed matter is the expression of terrific energy and red-hot service that it works magically.

1917 A.D. gives you a great chance to sell a pile of paint—for exterior use on dwellings, out-buildings, fences, and implements and such things; and for interior use, for walls, floors, furniture. The public has the will to buy, the money to exchange; but the public frequently needs prodding up and a little coaxing. And, so far as you are concerned, it is only when people buy paint from you that their appetite and need for paint enriches you.

HARDWARE AND METAL has tried to give you a vision of possibilities, and to suggest practical ways and means for the getting of more paint business. Now it's up to you.

Turpentine Prices Show Small Variation

Only About 10c Per Gallon Higher Than They Were in Days Immediately Preceding Outbreak of War—Prices Now About on Par With Same Time Last Year

TURPENTINE is one of the few commodities that has shown no marked advance in price during the prevalence of war conditions. On August 1, 1914, it was selling at 67c per gallon in this market and at the time of writing it is being quoted at 78c per gallon. On March 15 of last year it was quoted at 77c per gallon in single barrel lots. This was the high point previous to the present season when the highest point reached was 81c per gallon. As an indication of the fairly steady position of turpentine throughout war times the following prices are given as indicative of the quotations at different intervals throughout the war period:

August 1, 1914	$0.67
July 31, 1915	0.61
November 15, 1915	0.75
March 15, 1916	0.77
June 15, 1916	0.64
September 15, 1916	0.68
November 10, 1916	0.70
March 10, 1917	0.78

It will therefore be seen that the variations in the price of turpentine have been within narrow limits. This is in marked contrast with almost every other commodity handled by the hardware trade. An authority on the turpentine situation stated recently that the market in the case of rosin had been manipulated on the basis of a definite bull campaign while the turpentine market was allowed to develop almost solely along the law of supply and demand. In the case of turpentine the absence of such bullish influences allowed only a very slow process of change from very low to higher prices.

The production of rosin and turpentine go hand in hand in the Southern United States. In the case of rosin there was a sustaining influence in the instance of the American International Corporation through affiliation with the Rosin and Turpentine Export Company. This former corporation secured a very important long interest in the rosin stocks and thereby laid the foundation for higher prices in that commodity. There was not so much interest in the turpentine stocks apparently on the part of this concern. In consequence the price of turpentine has not seen rapid changes in price during the year 1916. From the high point reached at Savannah in January and February of last year, prices had declined in the primary market 15c per gallon by May. For several months the price did not show a higher grading up than 5c above the May price. At the highest point during January and February of this year the price ruling in the primary market in Savannah was only within 1c of the highest price reached in January and February of last year.

New Season's Crop

It is anticipated the coming season's crop of turpentine and rosin will not be as heavy as in former years. A severe frost greatly damaged the cups that catch the gum from the long-leafed pine and before these can be replaced it is estimated there will be a considerable loss in the output. Another factor that is counted on in making the new season crop a short one is the shortage of negro labor in the Southern United States. Negroes have been moving northward in large numbers where they could secure better wages in the industrial plants. For these reasons authorities on the turpentine situation anticipate that turpentine will rule on a higher average price during the coming year than it did last year. This statement is partially borne out in the fact that several thousand barrels have been sold for May to August delivery at prices that were only 4c per gallon below the highest point reached in January of this year. May to August is the heaviest producing season in the turpentine

It is pointed out by those closely in touch with the situation that the coming of peace would in all probability influence the price of turpentine in an upward direction. The enemy powers which are cut off entirely from supplies at present, bought in ordinary years close to a third of the entire crop, of which considerable was re-exported to the Scandinavian countries and to Russia. The requirements of the Central Powers is expected to be such that very heavy inroads on existing stocks are anticipated.

Linseed Oil Situation Still Acute

Paint Men Anticipate a Good Painting Season—World's Flaxseed Crop Short—Canadian Crushers Unable to Get Seed From West—Curtailing of Export of Oil Cake Makes for Firm Oil Prices

ALTHOUGH a peculiar situation has developed in the linseed oil market this year and the price has reached a comparatively high level still compared with the price a year ago the situation is not abnormally high. Raw linseed oil at Toronto is quoted at $1.40 per gallon in single barrel lots at the time of writing. In one instance it is quoted as high as $1.45 per gallon. On January 15, 1916, it was quoted at $1.09 per gallon which was near the high point for last year. Flaxseed at that time last year was quoted at $2.26 per bushel while at the time of writing it is quoted at $2.63¼ for the cash article at Winnipeg. The difference in the price of flaxseed amounts to 37¼c per bushel while the difference in the price of oil as between January 15, 1916, and March 10, 1917, is only 31c per gallon. As compared with pre-war prices for linseed oil the price at present is just about double for on August 1, 1914, linseed oil was in the neighborhood of 69c to 70c per gallon.

Beginning with the middle of January of last year when the price was $1.09 there was a steady working toward lower levels in prices until June, 1916, when the price was very little higher than it was at the time war broke out, viz., 77c per gallon. By September of last year it had worked up to 85c per gallon and from that time until the present there has been a steady movement toward higher levels. Following are the prices that have prevailed for linseed oil at different periods since the outbreak of hostilities:

August 1, 1914	$0.69
July 31, 1915	0.67
November 15, 1915	0.79
January 15, 1916	1.09
March 10, 1917	1.40
March 15, 1916	0.97
June 15, 1916	0.77
September 15, 1916	0.85
November 10, 1916	1.10

Embargo Shuts Off Flaxseed

For several weeks past there has been practically no flaxseed come from Western Canada to Eastern crushers. The reason for this is found in the embargo placed on the carrying of the seed by the railways. Munitions and other necessaries of life got the preference in the carrying traffic. This brought about an acute situation in the supply of linseed oil. Most of the crushers were compelled to close their mills because they were unable to get seed. At the time of writing there was very little improvement in the situation. Several cars of flaxseed were received by crushers in Ontario about March 1 but there was no prospect of a steady supply. With the consuming season for paint not far away the prospect looms up that available stocks of linseed oil will probably have to be depended upon for this coming season's painting trade. Even if flaxseed could be secured in sufficient quantities immediately it would take some little time to get it properly prepared for consumption. Paint manufacturers are anticipating a good painting season during 1917 for the reason that property owners have been putting off painting work for the past two or three years. Now it is believed they will do more painting this year as a matter of economy to preserve the buildings. Already paint manufacturers report that the spring paint trade has been exceptionallly good and that not alone are they ahead, can for can, in sales this year as compared with last year but the total volume of trade averages much higher.

Flaxseed Crop Short

Not alone is there a big shortage in the crop of flaxseed in the Argentine Republic but the United States crop is shorter than last year. In the Argentine Republic there have been ravages by drouth and locusts that has greatly cut down the exportable surplus. For the present year the exports will be little better than one-quarter of a normal year. Canadian production of flaxseed is estimated to be below that of last year. Estimates by linseed oil interests place the shortage of flaxseed for requirements on the North American continent during the coming year to be in the neighborhood of 10,000,000 bushel. This will mean that linseed oil on this continent will probably be scarce.

Exports of Oil Cake Stopped

Another factor that will tend to keep prices firm for some time, even if all the seed required were available, is the shutting off of export of oil cake. Considerable quantities of this commodity went to the British Isles and to Holland for feeding purposes but this market is no longer available because ocean tonnage is being conserved for other purposes. This leaves the domestic market the only outlet for oil cake. As oil cake is a considerable factor in determining the price of linseed oil there is small promise of much relief coming through the sale of that commodity this year. With the coming of grass in the spring farmers will have less need for oil cake as a feed. These factors will tend to depress the price of oil cake and make it necessary that a firm price be maintained for the oil itself.

Oil Prices Not Prohibitive

Although linseed oil prices are comparatively high at the present time still they are not at prohibitive figures and it is anticipated the extra cost occasioned in the painting of a building will not militate against painting. It is asserted by paint men that this season is sure to be a painting season and that the amount of linseed oil used will be fairly heavy if supplies can be secured.

ACCURACY BOOSTS TINSHOP PROFITS

(Continued from page 156).

tracts well in advance in order to always have plenty of work on hand for my men. I have an arrangement with a local factory whereby I supply them with a number of articles that they use in connection with a certain line of goods they make. In spare time the men make up these special lines, and no time is lost.

"I have always made it a point to go after quality business. I charge a fair price and add a legitimate profit, and I have been fortunate enough during the past few years to always have plenty of work on hand."

This merchant has made a success of his tinshop. He has made a practice of landing profitable business for this department of his store.

To deal with the problem of future fuel shortages, the Commission of Conservation suggests summer forethought and larger coal bins. Still there is the difficulty of bringing the average mind to think of the coal man when the ice man is at the door.

In the Frenzied Paint Days

Some Anecdotes of a Period When Competition Was Particularly Keen — The Mad Scramble for Accounts—The Story of the Salesman Who Took Things to Heart—Using the Hardware Convention.

THE other day a number of paint salesmen were talking—as a matter of fact, it was at the hardware convention at Hamilton—and the conversation veered round to the question of completion.

"Do you remember how things were jumping five years ago?" asked one man.

There was an immediate chorus of loud assent. Did they remember? Could they ever forget!

You see, five years ago paint circles in eastern Conada had been considerably stirred up by the addition of two new paint firms. One had been established about two years and the second was just breaking into the field. There is no need to mention names; but hardwaremen will all remember that both the new firms were keen after business and put up a grand fight. The result was a regular scramble, a veritable Donnybrook. Accounts were fought for, salesmen hopped around the country like mad, sales managers were bombarded with all manner of requests for special concessions and advertising managers turned out "dealers' helps" by the ton.

So, as soon as the conversation reached this frenzied stage of the paint industry, the stream of reminiscence threatened to overlook its banks.

"Remember the fight for B————'s account?" put in one salesman. "That was a regular pitched battle. B——— had been carrying two lines of paint, one of which was a small one and the other not a nationally advertised line. So he decided to cut them both out and get in one big line. He let it leak out that such was his intention and brought an avalanche down on himself.

"I was in Toronto for the week end. I'd just nicely settled into my beauty sleep Sunday night when I got a telephone message from the salesmanager. "Get out of bed and make that 11.15 train, he bawled at me; You've got to get into——first thing tomorrow morning. B———'s going to switch. I just got a tip on the quiet, and if you get to him first, you can land him." Well, I had fifteen minutes to make that train, but I got it alright—hair uncombed, tie askew and my grip filled with a mess of stuff that I'd snatched up on the run. And when I moseyed up to B———'s hardware store, at 7 o'clock, Monday morning, there were three other paint men ahead of me.

"The 'quiet tip' apparently had passed all along the line. We stood there until the store opened and glared at each other like hungry bobcats. Well, old B——— lived a dog's life after that. So many firms were after him, and so many special propositions were put up that he couldn't make up his mind. I made three special trips in to see him and the other fellows made at least as many. It got so that, when old B——— saw a paint man coming, he'd duck for the barn, and find a lot of things to do out there."

"And who got the order?" asked someone; this, being the psychological point for that question.

"Why," said the salesman modestly, "we landed it, of course. It was this way. On my last trip I got a tip from B———'s office girl—I had kind of made up to her a little—that B——— was not going to decide until after he had made a trip to Toronto. Well, when he got off the train at Toronto, there was yours truly. The old boy looked kind of peeved for a moment, but he brightened up a little when he found I had a car outside. He was going to stay with friends on Howland Ave.. and didn't know where it was, so it didn't need much urging on my part to get him to hop into the little old machine, the firm had hired for me. I took a roundabout route and, accidentally of course, ran past our Toronto office. 'Hello, there's your office,' said B——in an unguarded moment. 'So it is,' said I, very much surprised. 'By theway, now we're here you'll remember there was one point about our proposition I wanted to explain further. If we went in now I could clear it up in a jiffy. He started to protest but I ran the jitney bus into the curb and nearly jolted him out on the pavement. Then the sales manager and I took him over the place, showed him our stock, got him thawed out and friendly, and then led him up to the dotted line."

The Guelph Convention

"The hardware convention at Guelph, came right in the middle of this big paint scramble," said another man. "Our people knew it, of course, and wanted to make a big spread up there. Headquarters kept after us as to what we would want for our booth. Our Ontario Sales Manager put in a modest requisition and a week before the convention about twenty tons of stuff landed in on our Toronto office. There were bales and crates and hogsheads of stuff—banners, backgrounds, frescoes, tons of text matter, oceans of color cards and lakes of lithographs. We didn't know what to do with it. So double space in the exhibition building was arranged for and the whole staff went up ahead of time and built a regular city."

Paint on the Brain

"Just about that time," put in another, "one of our fellows who was covering Western Ontario where the fight was thickest, got so worked up that his brother came to our manager and begged him to do something with Charlie. (That's not his right name,by the way) 'What's wrong with him,' asked the manager. 'Well,' said the brother, 'he'll have a suit for divorce on his hands if he doesn't look out'.

"It seems Charlie was taking the fight seriously. When he came in on Friday nights, he was worrying all the time for fear some of his competitors were staying out after business. His wife couldn't make him go to a show or even engage in normal conversation. He'd just sit around and burst out every now and then, with a string of profanity, about the other people. He babbled of paint at his meals and mumbled quotations in his sleep. All day Sunday he followed his wife around the house, waving his arms and talking paint like a madman. His wife was a sociable body and she got fed up on all this paint stuff."

"What happened?" asked one of the listeners.

"Oh, the fight steadied down after a while and when Charlie found he was hanging on to his accounts anyway, he got kind of normal again."

The Nervous Beginner

"It sure got kind of frenzied at times," put in a veteran of the road. "We had a new man out at the time and there were several accounts on his territory that were being hotly disputed. This new fellow was a nervous sort of chap and I guess he figured his whole career was going to be either made or wrecked right there and then. One week he landed in a town where a big account was pending. About eleven o'clock our manager gets a telegram from the new man. 'Saw C——. He's favorable. Hasn't signed up.' About an hour later in comes another wire, 'Saw

C——— again. He's wobbling. Wants concessions.' Along about 4 o'clock in comes another wire. 'Sherwin-Williams' man here, saw C—— for an hour. What will I do about it?' The manager was getting kind of peeved about it by this time so he used up a little more of the firm's money to wire back. 'Have you tried a mustard plaster?'''

''Those were lively days,'' sighed another man. 'I enjoyed it very much then.''

''Well,'' added another, emphatically, ''I find personally that things haven't changed very much. I have to hustle some right now.''

''Same here,'' came the general chorus.

Re-Equipping for Brush Trade

One Manufacturer States They Have Installed More New and Up-to-date Brush-making Equipment This Year Than Ever Before—Shortage of Right Kind of Labor Largely Responsible.

ONE large brush manufacturer stated they have installed more new machinery during the past year than they have ever installed in a similar length of time. The development has been occasioned largely through their inability to get the right kind of skilled help. This has been one of the big problems with which they have had to contend with in the past year or two. There seems very little help of the right sort offering. Help that is still floating around seems an uncertain commodity. As an instance the superintendent of one plant engaged five young fellows on one particular day with the understanding that they would be at work the following morning. Not one of them turned up at the time appointed. They had presumably looked around and found where they could get a little better wages elsewhere. With enlistments that have taken place and the decrease in the number of skilled workers offering their services one manufacturer stated they have been able to overcome the labor problem only through the installation of new and improved machines for doing the work.

Brush Advances Moderate

While there have been big advances in almost every line of industry since the outbreak of war, and particularly in trades where iron and steel are used, the advance in brushes of various kinds has been comparatively small. While there have been considerable advances in some special brush lines still the general advance has not been over 10 per cent to 15 per cent. on lines taken quite generally. The necessity for an increased cost has partially been absorbed by the installation of new machines. As an instance of the way the cost of manufacture has been kept down during the past winter, a manufacturer stated they had substituted electric power for steam power. Had they been compelled to buy soft coal at the high prices that prevailed during the present winter their operating cost would have advanced some thousands of dollars. In many departments of manufacture it is costing more to do business, as the cost for instance of wrapping paper, paper boxes, twines and clerical help has all been advanced. For the present spring trade there have been no material advances in the price of brushes over those prevailing for the late spring trade of last year. There has been a good demand for household paint brushes this spring and less for the higher-class painters' brush. This to the manufacturers indicates that the painting will be done largely by the householders themselves. There is scarcity of painters for one thing, and with the higher cost of paint people will endeavor to economize in some respects. The logical line will be for them to do away with the professional painter.

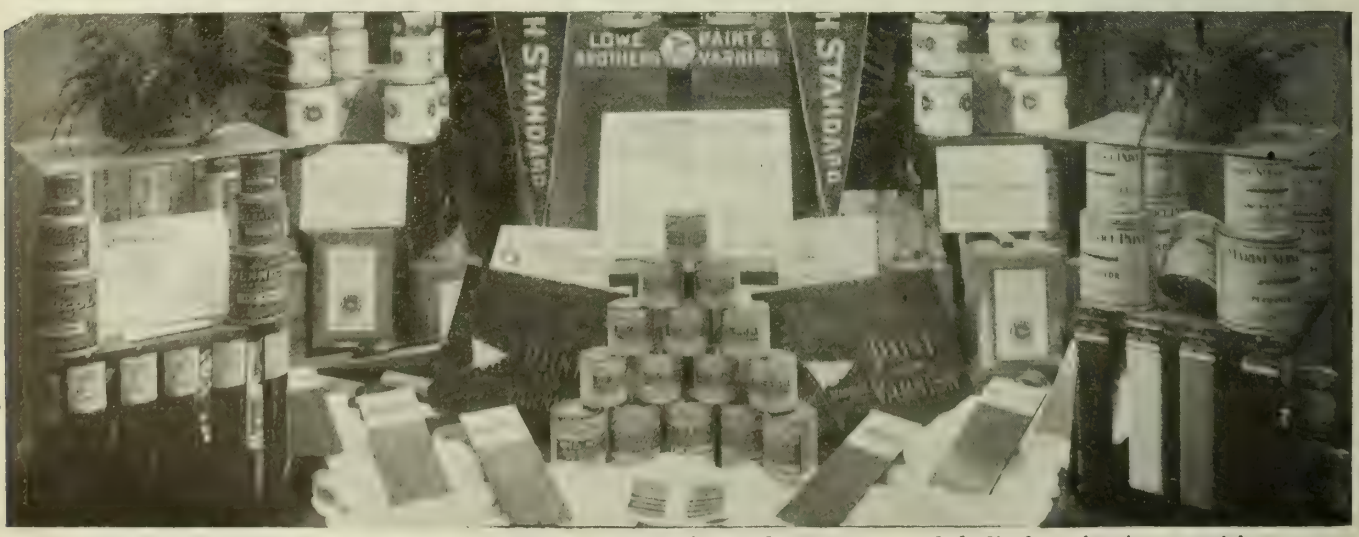
Scarcity of Bristles Continues

There is a continued scarcity of bristles for the manufacture of brushes, and particularly of the French bristles. Chinese bristles have been coming forward in fairly good quantity, one concern recently having received a good shipment that will take care of their needs for some time. Most of these bristles have come by way of London, but with the increased difficulties in shipping it is anticipated that shipments may in future come by way of the Pacific Ocean and Vancouver. Military orders for brushes are about all cleaned up now and manufacturers are busy with the domestic trade.

CONSTRUCIIVE AND DESTRUCTIVE ADVERTISING

There are two kinds of advertising—advertising that brings business and advertising that drives it away. A courteous manner, well groomed appearance advertises the gentleman just as the halting gait, the shifting eye, the sallow complexion and the corner-mouthed words advertise the man who has ''done time.''

One attracts—the other repels, but they are both advertising. One is constructive—the other destructive.



The above window display shows how an attractive, representative and yet not crowded, display of paint, varnishes, etc., can be arranged in a comparatively small space.

Brooms Reach Unprecedented Levels

Broom Corn at Chicago Now Quoted at $340 Per Ton, as Against $200 Per Ton About Three Months Ago, and $60 a Ton in Normal Times—May Turn Manufacturers to Other Materials for Brooms.

WITH a recent advance by dealers in quotations on the price of broom corn the selling price at Chicago is now $340 per ton. With freight and duty paid this would represent a cost of $375 per ton to Canadian broom manufacturers. Three months ago broom corn had reached $200 per ton and this was considered an enormous price, but since then prices have almost doubled. In normal times, or not over a year ago in fact, broom corn sold at $60 per ton. This situation has meant a big change in the price of brooms. The lowest priced broom that some of the manufacturers can now supply is $7 per dozen. In normal times this broom sold at $4 per dozen. During the past month there has been an advance in brooms of approximately 50c per dozen and manufacturers state if prices were governed according to the present price of broom corn the cheapest broom would have to sell to the wholesale trade at $8.50 to $9 per dozen. By the time it reached the consumer the broom would have to sell in the neighborhood of $1 each.

Higher Prices or No Brooms

One large manufacturer stated to HARWARE AND METAL that it was either a question of higher prices or stop the manufacture of corn brooms altogether. With the present high price of corn there was a great uncertainty over the situation. Higher prices might have the tendency to shut off demand for brooms and leave the manufacturers in an unenviable position with stocks of high-priced broom corn on their hands. A shipment of broom corn at present prices involves a small fortune. In normal times when a carload of broom corn was purchased the outlay involved would be in the neighborhood of $500 per car. With broom corn at the present price of $340 per ton a carload would be worth in the neighborhood of $2,500 to $3,000. And there would only be approximately eight tons in the carload. As an instance of the way it is affecting the broom manufacturers in the United States, one report stated that no less than 159 manufacturers have ceased the manufacture. The outlay involved in the financing of the manufacture has been too high for some of the smaller manufacturers and they have closed up in large numbers during the past six months.

Business is Hand to Mouth

Canadian manufacturers have noted a tendency toward curtailment in the use of brooms. There is a falling demand. As a matter of fact the manufacturers are not eager for business on the present basis of costs of raw materials. They are not pressing for orders. If business comes to them they are prepared to accept it, but they are not going after it with a shotgun eagerly intent on bagging it. There have been big advances in almost every class of article that enters into the manufacture of the broom. Twine is scarce and hard to get. Wire has made big advances recently, steadily in fact for the past year or two. Handles have advanced as much as 50 per cent.

Stocks of Brooms Light

Manufacturers are carrying very light stocks of brooms at the present time. One manufacturer who in normal times carried 1,000 dozen to 1,500 dozen brooms in stock is now down to about 50 dozen. Last year there was only about a third of a crop of broom corn in the United States and the new crop will not begin to reach the market until October of the present year. It is therefore a long distance to go before fresh supplies can be had. With the present prices so high there is little prospect of lower prices on brooms. Among the broom corn dealers in the United States there is little hesitancy in stating that broom corn will go even as high as $400 per ton. The dealers or jobbers of broom corn this year found they were completely deceived in the calculations. They figured it out that the price of broom corn was pretty sure to come down and consequently did not buy their usual stocks. Prices kept going higher and they found themselves out of the market. Stocks of brooms in retailers' hands are also light, as they have adopted a hand-to-mouth policy, buying in dozen lots, in many instances.

May Find Substitute

With the uncertainty in the broom corn market the manufacturers have been casting about for possible substitutes for the broom corn. One that is now being tried out is the palmyra fibre which come from India. This fibre comes from a species of palm tree. The fibre is both fine and coarse in texture and it is considered highly probable that this material can be made into brooms to good advantage. It is still in the experimental stage, but the manufacturer anticipates there may be definite developments within the near future and that the new line will be in shape to place before the trade.

DOES IT PAY TO ISSUE CATALOGUES?

(Continued from page 151)

tions, and are consequently ideas that other merchants might find it in their own interest to ponder.

Just in closing, it would not do to neglect mentioning the fact that in describing the goods featured in the catalog, the plan of the large and successful mail order houses was followed out as closely as possible. Neat illustrations were used, and descriptive information was not stinted. There was also a price shown for each article.

On the front cover of the catalog was shown an illustration of the store front of Hawkin's store. The first page of the catalog bore a message from Mr. Hawkins as follows:—

To My Customers

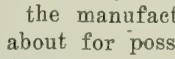
"I take pleasure in presenting to you this catalog, which I trust will serve to bring us closer together in a business way that will be naturally beneficial. This will show a few of the many lines we carry in stock, which we try to keep up-to-date. The prices given are based on present values, which are subject to changes from time to time.

Owing to war conditions and increases in tariffs, many advances will be necessary, but our prices will not be advanced more than is compulsory.

I desire to have every customer satisfied, and while it is impossible to give personal attention in every case, I will consider it a favor to be advised by anyone before leaving the store, if not satisfied.

I hope to have won a measure of confidence during my 27 years business, and by studying the requirements of my patrons, buying to the best advantage and giving my customers the benefit of the best prices, consistent with Sound Business Methods, I hope to merit a further increase of your esteemed patronage.

Yours truly,
R. Hawkins."



In the reorganization of the British consular service, special attention will be given to including business men. A move in the right direction. If business and politics will not mix in administering national affairs then let us cut out politics.

Cardwriting Made Easy

by R.T.D. Edwards

EDITOR'S NOTE.—With this article, Mr. Edwards enters upon another phase of show card writing. The Edwards series started in HARDWARE AND METAL a little over a year ago. To state that it has been a success is putting it mildly. It is quite safe to say that of the many series which have appeared in HARDWARE AND METAL, the Edwards series is undoubtedly the best. It has created a wider degree of interest than any other series ever prepared for a Canadian trade paper. Not a few of the best card writers who have developed during the past year, and who now hold good positions, owe much of their success to the Edwards course in this paper.

SOMETHING NEW FOR THE CARD-WRITER

WHEN starting this new series of show card writing articles, it was decided to endeavor to give a new style of lettering for show card purposes, in each lesson. The alphabets will all be good, practical styles of alphabets and though formed speedily, such as can be used by the most exclusive stores.

In order that the pupil may have an opportunity to practise with both pen and brush, the lessons will alternate in using pen and brush lettering. Last month the style of lettering was an upright brush stroke, this month the lesson is executed with a round-writing pen. The use of the pen has been demonstrated and thoroughly explained in previous lessons, but for the sake of recent beginners of these lessons, a few words as to their description and method of their letter formation is quite in order.

These pens are made of steel and have a very broad point. Eleven different widths are made, but all that a cardwriter needs is about two or three sizes. 1½, 2 and 2½ are the most popular widths. Ink retainers made of brass are sometimes used on these pens to regulate the flow of ink. On account of the war these are not obtainable; however, the pen can be worked successfully without them. These nibs can be obtained for fifteen or twenty cents a dozen.

The pen has a broad point. The heavy stroke of the letter is made by using the pen with its full width and the narrow stroke is obtained by using it sideways with the narrow side of the pen. The principle of the letter formation is more easily understood from practical work.

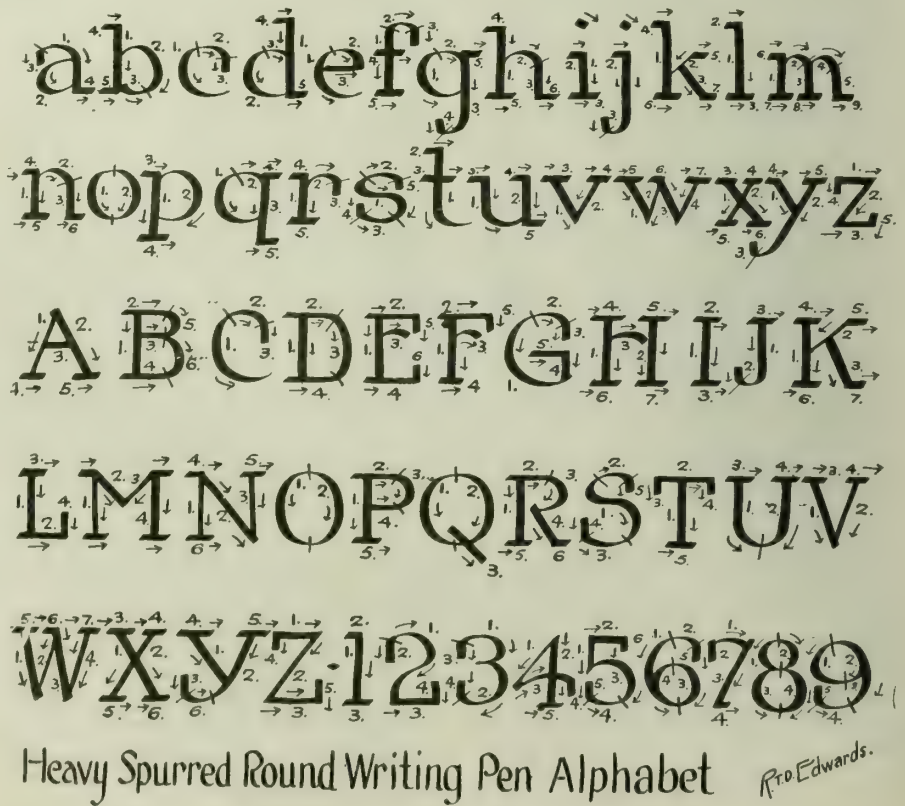
The pen must be cleaned after work is done, or it will become clogged and result in an uneven flow of ink.

Use a good black carbon ink for this pen work, not the kind of show card color used for brush work, but the kind usually used for engrossing. This ink may seem expensive, but it goes a long way and does a great deal more work than the same quantity of brush color.

The alphabet taken up this month cannot be called a Roman letter or an Egyptian style. We will call it a "heavy spurred round-writing pen alphabet." This is an excellent style for all classes of show card work, because it can be formed with a brush, as well as with the pen.

Spatter Work

As has been stated before in these columns it is not necessary to have an elaborate and expensive outfit to become a proficient cardwriter. There are many little devices which, when executed carefully, are most effective and cost next to nothing.



This month we are giving you an insight into one of these which will enable you to make exceptionally attractive showcards with tools you already have at your hand. This work is called "spatter work," and the main tool used is an ordinary tooth-brush. This is not a new idea, by any means, but it is, nevertheless, a good one because the ideas which can be worked out with it are very effective, almost unlimited. The

method is very simple. The idea is to make a stippled or speckled effect on the show card. This is accomplished by dipping a small square-faced stick, about six inches in length, into the ink and rubbing it across the ends of the bristles of the brush, thus causing the ink to be thrown in small drops. Various colored ink can be used in order to work out different color combinations. One point to remember in this respects is to

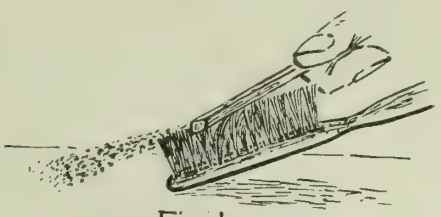


Fig. 1.

use a different brush for each color, as the tooth brush cannot be washed out successfully because the inks used are either waterproof or made from aniline dyes. For black color use the same ink as you used for pen lettering and for colors, get a good waterproof color or colors used for air brush purposes. These can be secured at art supply shops.

The spatter of ink thrown from a tooth brush cannot be guided as easily as an ordinary lettering brush, so a method must be devised to get the spattered effect in the desired place. This is done by means of a mask or stencil cut out of stiff manilla paper or heavy cover paper. After the stencil is cut it is best to give it a thin coating of shellac. This makes the paper much stiffer.

First select the desired pattern, then draw it on the stencil paper and cut out with sharp knife. The knife must be exceedingly sharp to get the bast results. A mat cutter's knife is best and is kept in best condition by the frequent use of an oil or wet stone. When the stencil is cut lay it in the desired place on the card and weight it down with small slugs or by push pins. Make sure that all the edges hug the card closely.

When all is in readiness, dip the stick into the ink and place the end of the brush near the card. Draw the stick gently across ends of the bristles from the front to the back. This will cause a fine spray to be thrown onto the card. Take care to apply the color evenly. The effect thus obtained is of a stippled ap-

pearance. Various colors can be used, according to the color scheme to be worked out—blue for sky, green for trees, etc.

Fig. 2 gives a few of the various ideas which can be worked out for different show card purposes.

No. 1. For corner pieces on the show

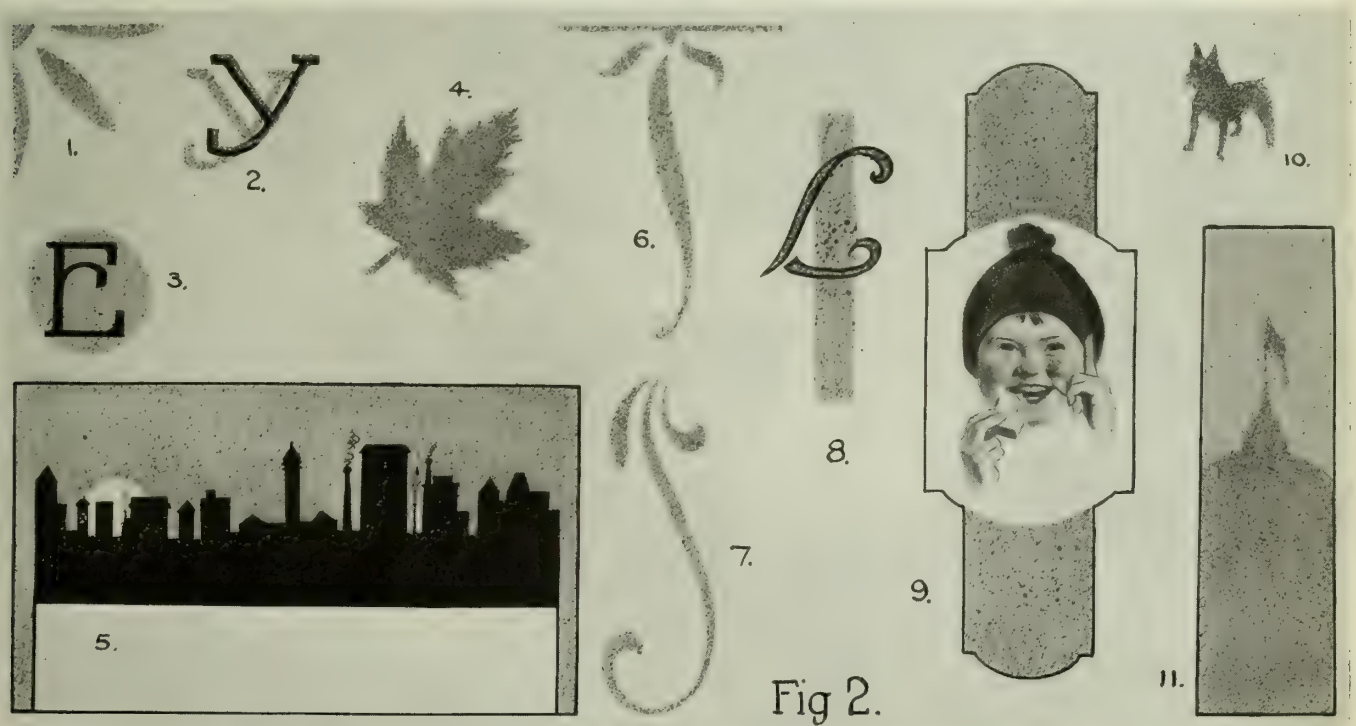


Fig 2.

card, is excellent. Four of these should be used on the same card with a pen ruled border. Many various ideas can be worked out for corner designs that make very attractive cards. Different colors may be used.

The various styles of fancy capitals which can be formed are almost unlimited. No. 2 shows the letter "Y" worked up with a shadow, all from the one stencil. After cutting the stencil, place it in desired position and give it a light spatter, then move the stencil a little higher up and to the right and make a heavier spattered impression. Thus you have the letter with a shadow all with the same stencil. The solid black is put on after the spatter work is dry.

No. 3 also shows a simple style of illustrated capital. This stencil is just a plain round cut out, with the E drawn

Let Us Put Your Lawn Mower in good running order

on with pen or brush, in black. Any desired color may be used for the spatter work.

No. 4 is a spatter drawing of a maple leaf. This is excellent for this time of year, and should be worked up with a leaf green shade. In the fall of the year even better effects can be obtained by combining red and yellow. Care must be taken to see that this stencil lies flat on the card, on account of its various points.

You often make long, narrow, upright cards with little wording on them. These sometimes need an extra touch to finish them properly. In No. 6 and 7 we have what is called end pieces. These should be placed in the centre of the card near the bottom. This gives a finished appearance to the card. Many various designs can be used or color schemes worked out.

No. 8 gives another way in which

Excellent Value in Women's Neckwear for Spring

fancy caps can be made by spatter work with the tooth brush. The long panel is put on first in a light shade. The L is then put on in a darker shade and outlined afterwards.

Spatter work is useful for giving variations in background for mounted cut out illustrations. Any light color can be used as long as it harmonizes with the rest of the card and cut out. No. 9 shows a plain design. Many others can be formed with good effect.

The bull dog illustration is just a sample of effects which can be obtained. If you do not wish to expend the time in making a drawing such as this, obtain an illustration from a magazine and paste it on stiff paper, and when the paste is dry cut out with sharp stencil cutting knife. Many other drawings can be obtained in the same way and in a very short time. There is one point to be remembered in selecting illustrations for spatter work and that is they must have a good outline which shows the features.

Surprisingly Good Values which help to bring down the High Cost of Living

No. 11 shows an effect which can be obtained of different building or sky lines. This one is a dome of a building showing the flag and flag pole. Two stencils are used for this drawing. One for the sky and one for the darker portion of the drawing. The whole is outlined with a pen stroke in black. Use pale blue for the sky and dark blue, brown or black for the remainder.

No. 5 may look quite difficult, but as far as stencil cutting, it is quite simple. First, draw in the entire silhouette with pen and black ink. When this is dry, cover all the card but that portion you wish to spatter. It does not matter if the black drawing is covered up or not, because the spatter will not be noticed on it. Make a small round stencil to get the sun effect as shown.

These few illustrations serve only to give an idea of the many effects which

We feature the Latest Styles from the World's Fashion Centres

can be obtained with the help of a tooth brush. These are only the simpler flat stencil work. More complicated work will be taken up in a later lesson.

The finished cards here shown serve to give the reader an idea of how the spatter work looks when ready for use. They also show this month's new style of lettering put into use.

NEED FOR GOOD ROADS

The relation of good roads to good business is a very direct one. To the average hardwareman, who depends to a very great extent on his farm trade, the question of good roads is an all-important one. When the roads are good the farmer has less reluctance to hitching up and driving into town—less inclination to do his shopping at home with the mail order catalogue spread out on his knee. Bad roads are allies of the catalogue houses.

General Store Beats M.O. Houses

Large Turnover in Town of 900 Population—Business Built Up on a Good Solid Basis —Friendship, Square Dealing and Service for the Foundations

IF you were a farmer and had the option of hitching up Dobbin, and driving some six or eight miles to make your weekly purchases at a down-at-the-heel country store, minus stock, minus equipment, minus, in fact, all the little brightening touches, the little items of service, that go to make a real store, or of sitting with your stockinged feet snugly tucked into the oven of the kitchen stove, your chair poised in a pleasantly perilous position on two legs, with a gorgeously covered catalogue describing for your benefit every imaginable need from toothpicks to plow shares—now being honest with yourself and really for a moment putting yourself in the place of that farmer, which would you choose?

General Stores Recruit for M. O. House

The solemn truth of the matter is that the average general store, whose proprietor never forgets to add a codicil to his evening prayers containing a warm word against the Mail Order House, has really been the best recruiting sergeant these same institutions have yet discovered.

It is a solemn fact, but none the less true for its solemnity. A great many merchants, who are actually depending on the farmer for their daily bread, are going about their business with the same equipment, the same stock, and the same methods of business that they found successful 20 years ago. Good enough methods, no doubt they were in the conditions that then existed. But the systems have grown timeworn, and those conditions have changed, and the failure of the general store to realize this fact has spelled opportunity for the Mail Order Store; the greatest menace that the general store has ever faced, the greatest menace that the small town has ever faced, and among the greatest menaces that business in general has ever faced.

How Can General Store Meet This Danger?

Letters are often received, asking what measures can be adopted to meet this growing evil. Well, what measures can be adopted? It is a big question, and one whose answer is far to seek. You can't beat them in the variety of the goods handled, you can't beat them in the simple matter of price alone. Their unrivalled opportunities of buying forbid the one, their far-reaching organization forbids the other. But you can get the advantage over them in the item that for lack of a better word, can be called service.

Effect of the Personal Element

Now, to begin with, the general store keeper has one overwhelming advantage and that is his personal knowledge of the farmer with whom he deals, and the farmer's knowledge of him.

The farmer has probably known Jim Brown ever since Jim moved into the town twenty-odd years ago, and with proper service that same farmer is more likely to trade with Jim Brown than with any other person. Jim doesn't have to handle the stock of a departmental store, because the actual farmers' needs and the needs of the inhabitants of the average town, are by no means as diversified as the contents of a mail order catalogue. Moreover, Jim Brown knows exactly what those needs are, or may very readily know if he takes the trouble to find out. If he fails to keep track of these needs, or refuses to consider them as needs, why he is simply pounding nails into his own business coffin, which is truly a melancholy performance.

Outstanding Example of This Service

But all this talk of what not to do is a rather unilluminating way of attacking the subject. It is a well known fact that it is easier to teach any subject through the eye than in any other way. That being the case, a concrete example of what we would consider a good method of meeting this dangerous competition would probably be of more value than endless pages of unbacked arguments.

A short time ago a representative of HARDWARE AND METAL visited the store of Sanders, Soule and Casselman, at Chesterville, Ont. Though the representative was in that store for some time and talked with several of the men who are interested in its success, he never heard a word that even remotely suggested any interest in the activities of the Mail Order Store. What was the reason for this? Merely the fact that this store is so soundly on its feet and is giving its customers such good service, and in such cheerful and up-to-date surroundings, that the activities of the mail order stores have not developed into a great element of danger for them.

View in the hardware department of the Sanders, Soule and Casselman store at Chesterville, Ont.

Turning Stock Regularly.

Now, Chesterville is not a place of any great size (only 900 population), and the fact that it is surrounded by some of the

Exterior of the Store Showing Its Unpretentious Appearance.

best dairying country in the whole of Canada, while in itself an asset, is also an added inducement for the outside store; yet this store is able to do a business that is hardly credible in a town of that size.

According to one of the managers the yearly turnover amounts to $150,000, and they carry a stock of $40,000. In other words, that stock on the whole is turned over more than three times every year. Now that in itself is an item to be considered. A constantly moving stock, and that pre-supposes wise buying, is one of the elements in a store's success. Every merchant knows that bright, new, attractive-looking goods are just about twice as saleable as the same goods that have lain on the shelves for a year or more.

Keep Stock Moving.

This is one of the principles of this store. To keep things moving, and to achieve this result they have been kept attractively displayed. How successful they have been will be readily seen by a glimpse at the photos of the different departments of the store illustrated herewith.

A Promising Location.

The store exterior is not a particularly imposing one. A magnificent external display is not always necessary to a successful business, although in the larger towns and cities it is a most important matter. It is centrally located within a stone's throw of the roads that cut the town into sections. It is within two miles of five different cheese factories, and in the radius of seven miles around the store is to be found what the town claims is the district that produces more milk than any similar area in Canada. That gives the store its clientele, a gilt-edged farming community, and the store has gone after this trade with a will.

Attractive Surroundings As a Business System.

To say that the store has gone after this trade may give a wrong impression. As far as could be learned by HARDWARE AND METAL representative, the different members of the firm did not adopt any particularly novel methods of gathering in trade. In place of this they have set to work to make their store attractive, to modernize it sufficiently so that if one of their customers should go to the city, and later come to their store, it would not be with the feeling that he had dropped back suddenly into the 17th century.

The Lay-out.

Entering the store, one goes up to two or three steps, for the store stands some three feet above the street level. There one enters into a large, bright, airy store. Just as one enters, there is the grocery department, attractive lines of goods displayed on attractive fittings. Glass show cases, large cash register, modern scales, attractive biscuit display cases; in fact, everything you expect to find in a city store, are to be found here, but the main point is that the stock is complete and varied, and by careful study, fitted to the needs of all the community that the store is designed to serve.

How does the store get the trade to warrant this fine display? Isn't it easily seen? If the farmer can get everything he requires in an attractive store, he is not likely to seek elsewhere. It is when he goes to a store and asks for an article only to be told that the storekeeper never heard of it, or doesn't think it worth while to stock it, that returning home he digs out the department store catalogue and begins to investigate.

This store can afford to make a good display because it has the trade to support it, and it has this trade because it has catered to by meeting the farmer's needs.

The Hardware Dept.

Across from the grocery department, and separated from it by a wide strip of open floor, is the hardware department, that shares with the grocery department the chief place of importance in the general store.

Here again one is faced by the modern store ideas. Behind the counters attractive show cases of polished wood

Attractively arranged dry goods and clothing department of the Chesterville store

reach to the ceiling. On each drawer is affixed the sample of the goods it contains. Larger hand tools are displayed against a backing of red felt. In a large square pedestal case facing the window various drills, nuts, bolts, and wrenches, the particular tools of the farmer's activities, are displayed.

Glass topped and glass fronted cases display a fine assortment of cutlery and small fancy articles that are peculiar to the hardware trade. Other glass cases display silverware, others still, plumbers' and steamfitters' supplies, babbitt metals and similar lines. Everywhere that such a thing is possible, a glass case is used for display purposes.

At the back of the store in an alcove are large cases for the display of larger hand tools, while to one side of this is a well stocked paint department. Heavy hardware, plow parts, and general, heavy ware, is handled in a department in the rear of the store.

City Dry Goods Store in Small Town

Adjoining this store, and connected by a door so that the customer can pass from one department to the other, while at the same time giving all the advantages of a separate store, is the clothing and dry goods department. It is a large double store, the front part of which is devoted to the dry goods department. Here again glass show cases are everywhere in evidence, and modern equipment for the display of dry goods lines.

In the rear, clothing is displayed in cases similar to those used in the city men's wear stores. Around the central column that supports the roof of the store is built an octagonal case, also used for clothing. The dark woodwork of these cases showing up against the white walls of the store make a very pleasing contrast.

Each Department Run As Separate Store

In the matter of operation, each department is under a special head. Part of the overhead is charged against each department. In each case, the head is responsible for all the buying and the general management, and is also responsible for the general success of its operations.

Beside the store there is a very large coal business carried on by the firm, which is run as an entirely separate department.

Building Up Friendship As a Business System

Generally speaking, as previously stated, there are no unusual methods adopted by this organization. Nothing sensational which one could pick out to make a feature story. The success of the firm has been built up on a method of straight merchandizing. Of course, the wide activities of the store give a clientele which the managers of the different departments are careful to cultivate. Then, too, the fact that each department has its separate head leaves them a little more free than if their energies were more varied. They can get out among their customers from time to time. Not definitely to drum up business, but merely to cultivate friendly relations, for it is on this basis of friendly relations, and strictly first class service, that this store has built up its remarkable success.

Grocery Department of the Sanders, Soule and Casselman store at Chesterville, Ont.

USE FIRE TO FEATURE ROOFING

Hardware Firm Seized Opportunity to Advertise

One of the finest residences in an American town was completely destroyed by fire says an American exchange. It was the most sensational happening there for years and excitement at the time naturally ran high.

While the ruins were still smoldering the local paper came out with a big account of the fire, and on the same page was a good-sized advertisement of the Blakely Hardware Company, showing the picture of a house covered with Blank fireproof roofing, with the headline in big bold type, "Lessen the Fire Hazard." The text was in part as follows:

FIRE! FIRE-

"How the cry strikes terror to the hearts of all hearers.

"Perhaps it's my home, is your first thought, accompanied by all the horrors of such a possibility.

"And perhaps it is yours! Thousands and thousands of dwellings are annually destroyed by fire, people turned out homeless and oftentimes seriously injured.

"The fire demon is merciless. He spares nothing which comes within his power.

"Just a little spark from a railroad train, or a tiny blaze from a defective flue may start a most destructive conflagration.

"But did you ever stop to think how many fires could be prevented by high-grade, fireproof roofing material that will withstand the flames and arrest their progress?

"With your home protected by Blank roofing you can retire at night with reasonable assurance against fires of the most common origin."

Following the foregoing introductory copy was a description of Blank fireproof roofing, telling of its construction and how it acted as a fire retardent.

A Minority Report.

A small, meek, country negro, who had always lived on one place near Frankfort, Kentucky, married a big, domineering woman, and very soon afterward moved into town, where the keeper of the local bar met him on the street.

"Hello, Gabe," he said, "what made you move to town? I thought you liked country life."

"Well, Mistah Franklin," explained Gabe, "I uster lak de country. But mah wife she didn't lak it—and I've done got so now dat when she don't lak a thing I jest natchelly hates it."

Waste Paper Brings Good Return

Merchants Can Sell to Advantage Accumulated Stocks of Magazines, Newspapers, and Scrap Paper—Best Prices are Paid in Car Lots—Merchants Can Combine in Making Up Car to Get Highest Return.

THERE is an honest attempt being made in some quarters these days to conserve the stocks of waste paper. There has been a shortage and newspapers are endeavoring to curtail the amount used. Recently the London Times announced that their club system had resulted in the curtailing of no less than 100,000 papers daily. There were 50,000 clubs established that were serving on the avearge three families or readers where formerly each had a copy of the paper. In other words, where it took 150,000 copies of papers formerly, the same work is now being done by 50,000 copies. This conservation of waste paper stocks has recently been taken up the Dominion Department of Trade and Commerce to the end that this economic waste in Canada might be eliminated. Paper has been greatly enhanced in value within the past year, in some cases doubling in price. The Department of Trade and Commerce has appealed to the people for the conservation of these stocks on the ground of a patriotic duty. And to the man who takes the trouble to gather the waste paper together there is an actual monetary return that is worth while.

Big Loss in Waste Paper

The average merchant will perhaps be mildly surprised to know that the economic loss occasioned around each store where these stocks are destroyed has been estimated at approximately $200. One authority in the paper business estimates that the paper wasted by the average merchant has an actual cash value to him of $100. He further estimates that the loss of time occasioned to the merchant in cleaning up and disposing of this paper amounts to an additional $100 per year. With these two items there is a clear loss of $200 per year. The labor that is expended in burning up could just as easily be expended in baling the paper and so bring a financial return to the merchant.

Waste Paper a Fire Menace

Waste paper accumulations are one of the most serious fire menaces to a store. There is danger in leaving the accumulations around loose for even a single night. With baled paper there is a difference. The procuring of a paper baler would be a necessary first step. And there are a number of good makes of balers on the market. The investment in one of these as a matter of fire insurance is a good one. Balers are now being used extensively and are proving their value. It is not always practicable or possible to dispose of this baled paper immediately. But in its baled state it can be easily stored and is not in the least inflammable when tightly packed together. As an illustration of the difficulty with which paper tightly packed together burns it has no doubt been evidenced how long it takes paper tightly rolled together to burn even when placed on a bonfire. With baled paper tightly compressed together it is almost unburnable. Even should the loose edges catch fire it is asserted that the smoke generated would in itself be sufficient to put out the fire almost as soon as it started.

Prices Paid for Waste Paper

There are three classes of old paper and each should be baled separately. First there are the magazines and books for which $1 per hundred pounds is being paid by dealers in Toronto at the present time. This amounts to $20 per ton. Included in the same category with magazines and books are bond papers. These classes of paper are used in making the better grades of papers and consequently command a better price.

In the second class comes newspapers for which 65c per hundred pounds is paid, or $13 per ton. These papers should be baled separately, as they are in the instance of books and magazines and bond papers. In the third class is the scrap paper, or waste paper, for which 55c per hundred pounds is paid or $11 per ton. This class includes everything in the paper line that cannot be classed with the foregoing—torn newspapers, wrapping paper, contents of waste paper baskets, cardboard, paper serviettes, everything, in fact, that has the resemblance of paper.

Waste String Also Valuable

Waste string is also a valuable commodity and should not be burned or destroyed any more than the waste paper. It is worth more in fact than the old magazines and books, the price paid at the time of writing being $1.50 per hundred pounds, or $30 per ton. It should therefore be separated from the paper and baled separately. There is a good demand for waste paper at the present time. The market for waste paper, however, is a variable quantity and is governed by the law of supply and demand. The present prices are not a fixed quantity although they have been fairly stationary for some time past.

Three Classes of Freight Rates

Merchants are often at a loss to know where to ship the paper after they have collected it. There are numerous dealers throughout the Dominion whose names HARDWARE AND METAL will be pleased to supply on application. There are different classes of freight rates and merchants can often make additional money by taking advantage of the best rate. For instance, there is a rate on carloads, which is the cheapest way of shipment. Second, there is a rate for bales in less than car lots, and third for bags in less than car lots. It would be impossible also to give the freight rates from the various points to the collecting centres. But as an instance of the way the different rates work out, the rate from London, Ont., to Toronto in carlots is 8½c per hundred pounds. On bales in less than car lots it is 20c per hundred pounds, while in bags in less than car lots the rate is 28c per 100 lbs. It will therefore be seen that the most advantageous way is to ship it in car lots if that is at all possible. Another instance of the difference in freight rates might be cited in the North Bay-Toronto carrying charges. In car lots from North Bay to Toronto the rate is 12c per hundred. 24c per hundred pounds in less than car lots in bales, and 33c per hundred in less than car lots for bags of paper.

Merchants Can Go "Snooks."

There is an advantage to be gained in merchants going in together to make up a carload, as will be noted in the difference that has to be paid for car lots and less than car lots. "Going snooks," as the small boy would call it, would work out to the advantage of all concerned. In the town of Orillia eleven merchants combined to make up a carload, where the net return for a car amounted to $250, to be divided equally among them. In Sudbury, Ont., an association was formed to handle the supply of waste paper, and is a plan that could well be followed to the advantage of merchants in other places.

Shipping Part Cars at Car Lot Rates

Sometimes it is not practicable to get a carload together, but it will be found

(Continued on page 175.)

THE JUNIOR CLERK'S PAGE

Clerks' Relation to the Store

Are Clerks Paid What They are Worth—The Connecting Link Between Merchant and Customer—Good and Bad Clerks

PROBABLY every shopper who enters a store, at least one at which they usually trade, has some clerk whom he prefers to have serve him. The reasons for this are numerous, and run the whole gamut of human psychology, but a few of the reasons might be noted. It is not that the customer expects to buy cheaper from this particular clerk, but that in some way, that the customer probably does not realize, the clerk has learned to understand the peculiarities of the patron. It may be in not urging the customer to buy goods that experience has taught him he does not want; it may be in coaching him in the goods he actually does want, or it may, on the other hand, be merely a matter of courteous and cheerful treatment and a readiness to understand the customer's side of any question. Be it what it may, it is one of the outstanding items in the store's popularity and as such is a very vital element in the store's success.

Clerk May Double His Value—Should He Then Increase His Wages?

Here is a matter that is not fully understood either by the clerk or the employer, and consequently very often the clerk is not paid according to his value. Good, bad, or indifferent, in some stores, they all get about the same wages, yet a clerk who makes a careful study of his work, may in many instances increase his value to the store 100 per cent. If he does so he is entitled to a fair return for this increased efficiency. If employers realized this, and some of them do, there would be a higher standard of efficiency in clerks. They would then have some inducement to exert themselves in studying their customers, and the methods of business in general.

Careless Clerk a Debit Item

Not only may a good clerk mean money to his employer, but a careless one may mean a considerable monetary loss. Not only in the way of a lessened efficiency, but in the tangible item of waste. For instance, a careless clerk may be careless in weighing. Whichever way he errs, it will be equally disadvantageous to the storekeeper. If he gives short weight, the merchant will be liable to be looked upon with suspicion, for very few people will lay the blame on the carelessness of the clerk, but will assume at once that there is a conspiracy to defraud.

If the clerk gives overweight, it will result in a loss of at least a few dollars weekly, for which the merchant gets no credit. Even should the customer be aware of it, they are prone to look with suspicion on any form of carelessness in weighing.

It is unquestionably the person who knows how to do things right that always obtains the respect of the public. This is no easy task, but is the result of careful and painstaking study.

There are some clerks who have never undergone any apprenticeship in the business, and yet this is so necessary and considered of such vital importance that one merchant known to the writer will not employ clerks who have not served an apprenticeship of three years under careful training.

A good clerk may build your business, a poor one may turn it away. It is all very well to say that by reason of his employment a clerk should be loyal to the store. This is all perfectly true, and a clerk may be perfectly loyal in his service to the store and yet not be the drawing card he is capable of being. It is the little more that counts, a service, plus, and when a clerk is interested enough to give you this extra service he is entitled to some recognition.

The merchant looks with favor upon his available assets, yet no single asset, not even limitless capital, is comparable to the willing super-service that the clerk can give as a means of promoting the success of the store.

This is a thought that has been forcibly drawn to attention by one who has been continually in touch with the retail trade for years, and whose judgment is sound. Ponder it yourself. It is worth the serious consideration of both employers and clerks.

WASTE PAPER BRINGS GOOD RETURN

(Continued from page 174.)

to the advantage of the merchant or merchants to engage a car. The average car will carry twelve tons. For instance, on the North Bay rate of 12c per hundred pounds by the car lot, it would cost $28.80 for the full car. Under the part car rate of 24c per hundred pounds six tons could be shipped at no greater expense than it would take for less than car lots. If the six tons were shipped in bags it would cost $36.60 to ship to Toronto. In this way six tons of baled paper could be shipped in a car and any bags included would cost nothing additional.

Toronto dealers have recently been making it a practice to pay the freight at the prices named where shipments of car lots can be secured. In other words, on baled newspapers, books and magazines, and baled scrap paper where a carload is shipped the Toronto dealers pay the freight. There are prescribed limits, however, being from points south of Gravenhurst and east from Montreal and west as far as Windsor.

PAINT FOR MACHINERY

The use of paint on both the wooden and metal parts of machinery, gives a protecting cover against deterioration by use and weather, apart altogether from the general improvement in appearance. The cost of prepared paint for the purpose is very small, and experience in the work is unnecessary.

The initial cost of farm implements means to the farmers a large outlay. This investment should be protected. Depreciation from rot and rust is rapid, when once these conditions are established. For the actual money saving as well as for the more prosperous appearance it gives to the farm and farmer, the regular overhauling and painting of the farm implements should be a recognized part of the year's work.

Angus Power Co. has been incorporated at Ottawa, with capital of $500,000, to carry on the business of electricians and mechanical engineers, also to construct and operate power plants.

WHAT OTHER PAPERS SAY

MODERNIZING CUTLERY MANUFACTURE MACHINERY

From *English Ironmonger*

"The work of modernizing and reorganizing the cutlery trade in Sheffield appears now to have begun in earnest. The manufacturers realize fully that to make these islands and the British colonies independent of foreign supplies it will be necessary to increase the output, not by two or three, but by ten or twelve times the maximum before the war. Such a result is only attainable by boldly transforming the making of cutlery from a handicraft to a mechanical trade. What the industry needs are machines and organization to turn out a dozen knives in the same time that it now takes to produce one. Since the trade unions concerned withdrew all rules which stood in the way of the unrestricted employment of machinery, women, and boys, leading manufacturers have displayed great activity in extending and equipping their works so as to take the fullest possible advantage of the new situation. Engineering is destined to play a leading part in the making of cutlery in the future. The methods for turning out knives more rapidly and cheaply involve the use of machinery for flying out and grinding blades and for stamping out the various metal parts, all of which must be standardized so as to facilitate their being put together quickly by unskilled labor. The time is not favorable for obtaining delivery of machinery of any kind, but there is much activity in the trade in building additional shops and making all ready for the reception of the plant when it arrives. Already a good deal of progress has been made with table cutlery in supplanting the manual grinder by machines. Progress in the spring knife department is less conspicuous except in the mechanical production of the various parts. A completely satisfactory method of grinding the blades of these knives has yet to be invented. Whether the developments in progress or planned will suffice to meet the wants of Great Britain and her colonies, to say nothing of neutral markets, at the end of the war remains to be seen, but the replenishment of stocks alone will absorb a big share of Sheffield's output, for the shelves of every retailer's shop and every merchant's warehouse in all parts of the world are as bare as Mother Hubbard's cupboard.

"A difficult problem with which Sheffield is faced at present is the production of a sufficient quantity of the best class of hollow-ground razors, but this is to some extent a temporary difficulty caused by inability to obtain grinding machinery. The best German razors are made and ground by machinery, and when normal conditions return Sheffield, should be able to increase her output. Hollow grinding, however, needs skilful men, and, as these are none too plentiful at the moment, no time should be lost in training young men to the work. As far as ordinary and cheap-quality razors are concerned, the output of Sheffield has lately been increased largely."

GERMAN IRON TRADE AFTER WAR
Army Authorities Restricted Scope of Business

From *American Metal Market.*

Some of largest iron interests in Germany have formed an association for the promotion of trade after the war. Their announcement says:—

"It is impossible to forecast the economic conditions of trade which will prevail after the war, but it is a fact that the army authorities have greatly restricted the scope of the iron merchants' business, and in many cases completely excluded middlemen, thus wasting talents and experiences which might have been of the greatest service to the national war organization. This exclusion of the legitimate trade has called into existence a number of untrained middlemen whose existence is not justified and as a result the war administration has suffered considerable losses, for which the legitimate trade has been blamed. Moreover, the merchants are not represented at all, or not sufficiently, on the various war service bodies.

"It is well known that efforts are being made to persuade the authorities to continue the present economic war organization after peace has been declared. If these efforts were successful, the result would be a permanent restriction of free commercial enterprise, and it is therefore the duty of merchants to take steps that with the return to peace the free and unrestricted development of trade shall again be made possible."

HIGH PRICES AND THE DOLLAR'S FUTURE

From New York *Sun.*

In a brief article in the *Financier,* Professor Irving Fisher, the Yale economist, assigns as the two chief causes of the rise in prices the growing scarcity of goods and the growing abundance of money, thus showing how the most learned deductions of the scientific mind may surprisingly corroborate the simple observations and conclusions of the untutored intellect.

Every one has guessed that fewer goods mean higher prices; almost every one knows that the more plentiful money is the less is its purchasing power. Professor Fisher, some years ago, propounded a scheme to stabilize the dollar by virtually increasing its weight from time to time to offset the depreciation of gold. He has had some evidence lately, in the shape of letters from "two prominent bankers," of revived interest in this proposal.

Meanwhile he has constructed a chart which shows that prices parallel closely the increase of money in circulation. Prices in this country are now, he says, about 40 per cent. higher than before the war. In all the belligerent countries and most European neutral nations the increase has been much greater. Sweden has gone so far as to prohibit imports of gold through refusal of the State Bank to accept it in payment for its notes at the former legal rate. Professor Fisher remarks that as yet "there is almost no realization in this country that we are suffering from a gold deluge."

In this respect we think he is wrong. We think American bankers quite fully realize the inconveniences and even certain perils of the present situation and that they are anxious to do what they can to safeguard the future. But it is a difficult task; and one of the principal difficulties is to know what to do. On this head Professor Fisher seems to offer only one suggestion, that bank discount rates be kept up and the credit superstructure restricted as much as possible. Excellent, so far as it goes, but more or less a measure of indirection. On the other hand, a sufficient number of indirect and natural restraints would be likely to prove much more efficacious than direct and artificial checks, such as prohibition of gold imports or even the stabilization of the fluctuating dollar. The trouble with these direct schemes is that, like Dame Partington, they try to sweep back the ocean, instead of taking advantage of turns of the tide to bulkhead the imperilled beach.

THE ADVENT OF MUNICIPAL GOLF

(Continued from page 153.)

That there is need for a municipal golf course in Toronto does not admit of any argument, writes Mr. R. H. Greene. "That this is an appropriate time to bring the question before the 'powers that be' is another question.. However, a discussion pro and con can do no harm and should provide invaluable data for the future consideration of the project both in Toronto and other large centres in Canada.

"Some years ago a delegation of Toronto golfers, representatives of all the clubs, headed by Geo. S. Lyon and Dr. Burns, waited upon the Board of Control of this city and urged that a municipal golf course be laid out in High Park, where there is sufficient room for a good nine hole course without injury in any way to the drives or general layout of the park. I was present and regretted to find that as there were no golfers on the Board the proposal met with no encouragement. The members of the Board seemed to consider golf as a rich man's game, showing conclusively they knew nothing about it. We have any number of Scotchmen and others in the city who, accustomed as they were in the old country to play over public courses, cannot understand why one is not established here, where they are debarred from playing on account of the expense of joining the private clubs.

"I took a trip through the West this fall and was surprised to see that nearly every Western city had its municipal course, and they were all well patronized. The same may be said of many of the cities in the United States.

"If public men would only realize the tremendous benefit, both physically and morally, to be gained by our citizens in a clean, healthy sport like golf, they would consider the establishment of a municipal course of very great importance. Aside from the land required such a course would be self-sustaining.

"Now that the saloons are closed is an added reason for giving our men a chance to spend their evenings and holidays in healthy surroundings, instead of sitting in the bleachers watching other fellows play."

The sadness of the golfers' complaint in the City of Montreal is made all the more sad by the fact that few if any of the municipalities of this country have such opportunities for creating excellent nine-hole munipal courses, says W. M. Stuart, of the *Daily Herald.* There are within fifteen minutes' journey from the centre of the city two municipally-owned tracts of land whereon some of the most sporty holes in Canada could be laid out at an outlay so small as to make the ordinary club professional green with envy.

There are two ideal locations in this city for such a purpose, each of them such as would make a magnificent nine hole course. One is on the slopes of Mount Royal, at the back of the mountain and the other an St. Helen's Island, a much abused and but little used park which should but does not correspond to the island in the civic life of Toronto.

As before stated it is going to be a long, hard fight to put a municipal golf course in Montreal and at this time it is not necessary to discuss the question of whether it will be nine or eighteen holes and if the charge shall be 10 cents a round or twenty-five. The principal thing at this time is to bring home to the city council the fact that the lack of such a course is a great want in the athletic life of the city and that it is keeping many men and women from their legitimate pleasure. When once that has been done it will be an easy matter to attend to the details.

EVENTS IN THE TRADE

New Firms

St. Thomas, Ont.—A. A. Campbell, who for some years has conducted a hardware store on Ross St., has opened a new store at 437 Talbot St. The Ross St. store will still continue, but the main office will be located at the new store.

Business Changes

Briercrest, Sask.—The Miller Hardware Company has been succeeded by Turnbull & Fonger.

Medicine Hat, Alta.—Marshall-Mitchell Hardware Co., Ltd., has been changed to the Mitchell Hardware Co., Ltd.

Kelwood, Man.—Stock and fixtures of the Hearn hardware, estate of A. J. Hearn, have been sold to J. A. Mabley.

Swift Current, Sask.—J. A. Rollefson, hardware and implements, has purchased the fire stock from the Wetmore Hardware.

Swift Current, Sask.—The John Deere Plow Co., will erect a brick block on the site of the Edmanson Building recently destroyed by fire.

Gleichen, Ont.—J. A. Ramsay of the Busy Store has purchased the buildings and stock of A. Boisvert of Cluny, which will soon be operating under his ownership.

Obituary

Chatham, Ont.—James P. Wood, of Wood Brothers' foundry, is dead.

Brantford, Ont.—John A. Sanderson, of Brantford, prominently identified with the Cockshutt Plow Company, Brantford Carriage Company, and many others, died at his home here.

Winnipeg, Man.—J. P. O. Allaire, who until a year ago was senior partner in the hardware firm of Allaire & Bleau, St. Boniface, Man. The deceased was one of the pioneer merchants of St. Boniface.

London, Ont.— G. T. Pitkin, who died suddenly of heart failure at his home, here, was until recently a resident of Petrolea. He was Manager of Vantuyl & Fairbank, hardware merchants, for twenty-five years; was chairman of the Petrolea Water Commission for ten years, and Chairman of the Englehart Hospital Board for five years, and was an ex-Vice-President of the Petrolea Board of Trade.

Fire Losses

Toronto, Ont.—Fire damaged the premises of the Empire Brush Company.

Waterdown, Ont.—The hardware store of Roy Binkley was gutted by fire.

Oyen, Alta.—McPherson & Price hardware, were burned out.

Battleford, Alta.—White & Joliffe, hardware were burned out.

Toronto, Ont.—Max Silverman, tinsmith and hardware, sustained recent fire loss, covered by insurance.

Oyen, Alta.—McPherson & Price sustained recent loss from fire.

Personal

D. A. Crothers, for some time buyer for Parsons Hardware, Orillia, has joined the staff of Ingram & Davey, St. Thomas, Ont.

M. F. Christie, sec-treas, of the G. F. Stephens Co., Ltd., Winnipeg, is now in the East, and will visit New York, Washington, and other centres on a business and pleasure trip. He will be absent several weeks.

To Make Stoves

Canadian Electric & Gas Heater Co., has been incorporated at Ottawa with a capital of $250,000 to manufacture gas and electric stoves and heaters, etc., at Montreal.

Crane Co. of Canada

Niagara Falls, Ont.—The Herbert Morris Crane and Hoist Company of Birmingham, England, has decided to locate its Canadian branch factory in this city. Seven acres of land have been purchased here, and building operations will begin immediately.

Evinrude Co. to Make Engines

The Evinrude Motor Company of Milwaukee, Wis., manufacturers of the Evinrude Rowboat and Canoe Motor, have increased their capital stock from $350,000 to $600,000 to engage in the manufacture of internal combustion, heavy oil engines.

Construction of a large modern plant will be begun at one.

Industrial Notes

Chambly, Que.—The Canadian Leatherboard Co. will build a factory here.

Hamilton, Ont.—The Union Drawn Steel Co. proposes to build a large addition in connection with its present plant.

Dundas, Ont.—It is understood that the Chapman Engine Co. will rebuild their plant, which was recently damaged by fire.

Chatham, Ont.—The sale of the plant of the Chatham Bridge Co. to the Pittsburg and Des Moines Steel Co. has been endorsed by the shareholders, and it is expected that the deal will be closed in the near future.

Belleville, Ont.—The Maple Leaf Tires Co. is erecting a plant here at an estimated cost of $100,000, and will be shortly ready for the installation of equipment. O. W. Dunham is secretary.

Montreal, Que.—The Thomas Davidson Mfg. Co. will install four 6-ton electrical furnaces at their new steel plant at Cote St. Paul.

Midland, Ont.—It is understood that the Port Arthur Copper Co. will install a reverberatory furnace at the reduction plant at Midland for smelting copper ores.

Deseronto, Ont.—Dominion Hardwoods Ltd., have started operations.

F. J. Penberthy, manager of Lowe Bros., Limited, was in Montreal during the week on a business trip.

Montreal Personals

A. B. Hudson of Hamilton, Ont., visited Montreal this week on business.

P. A. Wuterich of Charles Parker Co., Meriden, Conn., was in Montreal this week.

G. U. Angevine of Torrington, Conn., was in Montreal this week and looked up friends in the hardware trade.

William Starks of Starke Seybold & Co., Montreal is welcomed back to the city after a six week's recuperative sojourn at Hot Springs. He is very much benefited in health by his holiday after his recent illness.

Goodell-Pratt Catalogue

Goodell-Pratt Co., Greenfield, Mass., have issued a 432-page tool book No. 13, showing nearly 2,000 tools, many of which are new. The catalogue is attractively and conveniently gotten up. It is splendidly illustrated.

The new book shows all products manufactured by the company and cancels all previous editions. The list prices given in the new catalogue differ widely from those in previous editions. This is due to the fact that the company has changed the entire price system in order to simplify it for the convenience of customers. The new price system, it is said, will save time and trouble for the retailer. The book is probably one of the most complete tool books ever issued. Copies will be mailed on request.

HARDWARE LETTER BOX

Key Filing Machine

L. E. Renault, Campbellton, N.B.—Can you advise where I can purchase a key filing machine for filing keys, such as are used on post office boxes?

Canadian Yale & Towne, Ltd., St. Catharines. Ont.—Ed.

* * *

Express Wagons

J. E. Scriven & Co., Tillbury, Ont.—Please give names of firms making express wagons.

Canadian Buffalo Sled Co., Preston, Ont.; Woodstock Wagon Co., Woodstock, Ont.; Gendron Mfg. Co., Toronto, Ont.—Ed.

* * *

Pearl Champion Range

W. C. Auld, Youngstown, Alta.—Kindly give name of maker of the Pearl Champion cast range. We want repairs.

This stove was made by the D. J. Barker Stove Co., Picton, Ont. Repairs can be secured from McIntyre & Taylor, 501 Queen W., Toronto.—Ed.

* * *

Aladdin Polish

Dakin Bros., Digby, N.S.—Please give name of maker of Aladdin metal polish.

Hearsey-Willis Co., Indianapolis, Ind.—Ed.

* * *

Metal Monuments

Geo. McKinney, hardware, Humboldt, Sask.—Please give names of manufacturers of metal monuments.

Monumental Bronze Co., Bridgeport, Conn.; Rudolph Geissler, 56 W. 8th Street, New York, N.Y.; Philadelphia White Bronze Monument Co., 23 S. 17th Street, Philadelphia, Pa.—Ed.

* * *

Goodell-Hay Brace

D. Mistele, Rodney, Ont.—Please advise where the Goodell-Hay ratchet brace is made.

The Goodell-Hay brace is made by the Goodell-Pratt Co., Greenfield, Mass., and is shown on page 134 of the makers' catalogue.—Ed.

* * *

Electric Sewing Machines

W. H. Jones, Amherstburg, Ont.—Please advise where I can purchase an electric sewing machine.

An electric attachment for sewing machines is made and sold by Canadian General Electric Co., Toronto.—Ed.

Cement Coating

Reid Hardware Co., Outlook, Sask.—Where can we purchase a coating or covering for cement floors?

Practically the large manufacturers of paint manufacture special paints or coverings for cement floors. Several large manufacturers have advertisements in this issue. They would be glad to supply descriptive matter and prices. —Ed.

* * *

Dehorning Shears

Plaunt Hardware Co., Ottawa, Ont.—Please give name of maker of the Keystone dehorning shear.

Dr. McKenna, 219 Robert Street, Toronto.—Ed.

* * *

National Scale Co.

St. G. Penflold, Guelph, Ont.—Is there a firm called National Scale Co. in Toronto?

There is no record of a company called National Scale Co. in Toronto.—Ed.

* * *

Shoes for Moulders

A. Belanger, Montmagney, Que.—Please advise where we can purchase special shoes for moulders.

Canadian Hanson Van Winkle Co., Morrow Avenue, Toronto.—Ed.

* * *

Show Case Lights

Wettlaufer Dept. Store, Waterloo, Ont.—Please advise where we can purchase reflectors for electric lights in show cases.

Canadian General Electric Co., 212 King Street W., Toronto.—Ed.

ASSOCIATION LETTERS NEXT WEEK

Additional letters have been received from retailers regarding the affairs of the Ontario Retail Hardware and Stove Dealers' Association. Among the number is one from Mr. Phillips in reply to the letter from Past President Carter, which appeared in last week's issue. Owing to lack of space in this issue the letters are being held over for next week.

NEW GOODS DEPARTMENT

Readers will probably note that the "New Goods Department" does not appear in this issue. The "New Goods Department" appears in every issue of HARDWARE AND METAL, with the exception of the Annual Spring and Fall Numbers.

WHY MR. SCHWAB WORKS

Why do I work? What do I work for? I have more money than I can begin to spend. I have no children, nobody to leave it to. My wife is rich enough in her own right. She does not need it. I do not need it. I work just for the pleasure I find in work, the satisfaction there is in developing things, in creating. Also, the associations business begets. The man who does not work for the love of work, but only for money, is not likely to make money, nor to find much fun in life.—Charles M. Schwab, in the "Mechanics and Metals Bank Journal."

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

ARE WHOLESALERS BUYING RIGHT?

The Editor of Hardware and Metal,
Toronto, Ont.

Dear Sir:—

Re your editorial comments in your March 10th issue, about Mail Order and Wholesaler, you certainly hit the nail right on the head for once, the only fault one might find, is that you did not hit it hard enough. That there is something radically wrong among our wholesalers, no one can deny; you take one end of their organization (but it is the wrong end) seems to work like a clock and accomplish all its desired purposes: take for instance, the price agreed upon to sell, never seem to be deviated from to any extent. In the matter of terms, it is the same thing. Take interest charges, etc., on overdue accounts, seems standarized to perfection from ocean to ocean, among the wholesale hardware jobbers. But, when it comes to do something for the retailer (and one would think that it would be in their interest as well) in the way of securing prices for the retailer that would enable them to meet mail order competition, well they are asleep at the switch.

If they can so well regulate their selling policy, surely they can also buy as advantageously as a single-handed M.O. house; if not, they might as well admit that the M.O. houses have a monopoly on brains and capital.

Let us take stoves for instance, before the war (when prices were normal), the M.O. house (see T. Eaton 1914 catalogue), were underselling the jobbers and stove manufacturers in every instance; well and good. Since then the T. Eaton Co. have increased their prices from 4 to 11 per cent. How much did our Stove Mfrs. and jobbers increase "THEIR" products, from 15 to 30 per cent. Why did they increase? They tell us on account of raw materials and labor going up. Has the M.O. House a corner on labor and on raw materials? If they have, it is the jobbers' own fault. And stove is only one instance, take galvanized ware, enamelware, etc.

Now, this is something that I would like answered by the wholesale factions: If the jobber has rightly increased the prices according to cost of manufacture and this increase is over double the increase of the M.O. House, then his prices must have been too low before the war (although invariably higher than the M.O.H.). Well, here is hoping that you keep the ball rolling and with the co-operation of everybody concerned, we might be able to accomplish something towards the right goal.

Yours truly,
ALBERTA RETAILER.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The hardware markets are still the centre of attraction in hardware trade circles. Advancing prices and increasing scarcity of supplies are the most important features at present. There is a very marked shortage of all sizes of files used in munition work. There is also a threatened shortage of some sizes of iron pipe and wire nails. Boiler plates have advanced 50c per 100 lbs., and boiler tubes are almost due for another advance. A new and smaller discount now applies to the miscellaneous wire nail list. Paint products are all decidedly firm, with the exception of turpentine, which has declined 2c per pound. Further advances in ready-mixed paints are imminent. Glass is also firmer in price, with some advances reported. The demand for iron and steel is as insistent as ever, and prices are decidedly firm, with advances taking place on sheets, wire products, etc. Since December, practically no sheets, black or galvanized, have come in from the United States. The decline in production during the first two months of the year has put some of the mills further behind on deliveries. The railway situation is slowly improving, in both Canada and the United States. Many shipments have gone astray, causing great delay and inconvenience.

There is now an increasing demand for gas ranges and summer oil cooking stoves. With the close approach of the opening of navigation, there has been an improvement for cordage lines. Binder twine prices have not yet been announced, but they will likely be considerably higher than last season.

There have been advances during the week on black sheets, boiler plates, miscellaneous wire nails, screw and strap hinges, barn door track, old cast iron, revolvers. Black bristle brushes are also in firm position, with one manufacturer stating their line will probably advance about five per cent. about April 1. Freight shipments for outgoing goods from wholesalers showed some improvement during the week, but there is no improvement in getting goods by wholesalers. Business has been good during the week.

MONTREAL MARKETS

MONTREAL, March 22.—Hardware market indications are towards firmer conditions again, the iron and steel market being particularly strong at present. Predictions of market watchers are rather emphatic as to a probable shortage of iron pipe. In general business is brisk, and many lines of spring goods are being hurried forth from the wholesale warehouses. Lawn rollers, lawn mowers, and garden hose and implements are moving well. Maple sugar industry supplies are moving freely, though there has been a rumor that the industry in Quebec Province might be rather less active this year owing to the very heavy snowfall. Shelf goods show some advances, but are not quite as numerous as in recent weeks, although the pause is not regarded as any sign that the end of advances is in sight. The ingot metal market is a trifle easier except as regards tin, which is threatening to jump sharply even above this week's advance, owing to rumors of a complete shut-off of supplies from Britain and a duty on Straits tin. Tinware is reported in firm market this week.

MANY merchants fail because they are "Too Busy" to manage their business. The man who fails is frequently the man who works, as he thinks like a slave, from early morning until late at night. He does not take time to read, plan, think or manage.

Shelf Goods Lines Still Advancing

SHELF GOODS.—Not many lines of shelf goods have shown alterations in prices upwards in Montreal this week, although the wholesalers are informed that the general advancing tendency of the past few months is by no means at an end. For a time, not more than a few weeks ago, and before matters looked so warlike for the United States, there were hopes that the top notch in price advances had been reached for shelf goods, which entail much care in listing, both by the wholesaler and the retailer. Now it would appear that the watchers of the market are again becoming reconciled to the idea of further advances in sight, for the warning note is steadily present in all communications they have with the sources of supply, and the iron and steel market at present seems to be firming up faster.

Further Advances on Saws

Advances are noted this week over the wide range of the Shurley and Dietrich saws. The advances in effect amount to from 15 per cent. to 20 per cent. upon all the various saws in the lists of this firm. Disston saws are also subject to advance this week, and the range of advance on this line is also 15 per cent. to 20 per cent.

Discounts on Butt Hinges

The following discounts are quoted on butts this week by a large firm of wholesalers:—No. 800, 12½ off; No. 838, 17½ off; No. 840, 17½ off; No. 804, 20 and 10 off; No. 802, 20 and 10; No. 810, 12½ off; No. 814, 12½ off. The same firm quotes light and heavy strap hinges at 25 per cent. off.

The File Shortage

Mentioned incidentally last week as a feature of the market, the file shortage reappears this week with redoubled fury, and is absolutely unprecedented. The munition sizes of files are lacking in all directions, and makers can hardly hope to keep up with the demand for them. Half-round smooth and half-round bastard from four to fourteen-inch sizes are scarce to the verge of famine. Wholesalers believe they could sell hundreds of dozens of these if the supplies were obtainable.

Sash Weights Advance

Sash weights have advanced again, and are quoting at $2.50 for the solid

and $4 for the sectional per 100 pounds.

Screw and Strap Hinges Up

Screw and strap hinges, 6 in. to 12 in., are now quoted at $7.25 per 100 pounds. No. 15 and up are quoted at $6.75 per 100 pounds this week.

Wire and Nails Show Firmer Trend

NAILS, WIRE, ETC.—With the market for iron and steel firming again, wire prices show a tendency to go up farther, and one large wholesale firm in Montreal is quoting advanced prices as follows this week:—For barbed wire, $6 per 100 pounds; and for plain galvanized wire as follows: No. 8, $6.45 per 100 pounds; No. 9, $6; No. 10, $6.50; No. 11, $6.55; No. 12, $6.15; and No. 13, $6.25. The same firm quotes coil spring wire at $6.05 per 100 pounds; for No. 9 and No. 12, $6.20. Quotations for annealed hay wire by another large and representative firm are for No. 13, $5.25; No. 14, $5.30; No. 15, $5.40. Stovepipe wire is quoted by this firm at: No. 19, $7.20 per 100 lbs.; No. 18, $6.70 per 100, the quotations of another firm last week, which have now become general in Montreal. Wire nails have advanced no further this week, and are quoting at the base price $5.25, as then recorded. Further advances are considered quite likely under present market conditions. Miscellaneous wire nails are now quoted at 60 per cent. off, instead of 65 per cent. as formerly.

Bar Iron Now $3.80; *Refined Iron* $4.05

IRON AND STEEL.—The tendency of the iron and steel markets is to very much greater firmness, according to reports in Montreal for the present week. The proximity of the United States to an actual declaration of war upon the Central Powers is exercising a strengthening influence, and various lines of iron and steel goods are beginning to feel this. Common bar iron has in the present week advanced by 20c per hundred pounds to $3.80 base, and there are further advances in the future, according to the voice of everyday market prophecy amongst the merchants. Refined iron, following the usual ratio of advance over common bar iron, is now $4.05 base. Owing to the state of the iron and steel market there is growing apprehensiveness on the score of iron pipe supplies, and a very real shortage of these in many important lines is considered likely, according to present indications.

Common bar iron, per 100 lbs.	$ 3.80
Refined iron, per 100 lbs.	4.05
Horseshoe iron, per 100 lbs.	3.85
Norway iron	11.00
Mild steel	4.50
Band Steel	4.50
Sleigh shoe steel	4.50
Tire steel	4.70
Toe calk steel	5.40
Mining tool steel, per lb.	0.13½
Black Diamond tool steel, per lb.	0.14½
Spring steel	6.25
Single reeled machinery steel	6.25

Chain Shows the Advancing Trend

CHAIN.—There have been advances in chain in Montreal this week, due to the firm condition of the iron and steel market. Following are prices quoted on electric weld B.B. chain:—⅛th per 100 pounds, $14.75; 3/16ths (No. 5), $10.15; ¼-in. (ordinary), $7.75; 5/16ths, $7.15; ⅜ths, $6.25; 7/16ths to ¾-inch, all $6.25 per 100 pounds. For proof coil chain, following quotations are given: 3/16ths, No. 5, $18.40 per 100 pounds; ¼-inch ordinary, $13.60; 5/16ths, $11.50; ⅜ths, $9.50; 7/16ths, $9.35; ½-in. and 9/16ths, $9.10; ⅝ths, $9; ¾-inch to 1-inch, $8.75. For B.B.B. crane chain prices are given as follows: ¼-inch per 100 pounds, $16.75; 5/16ths, $14.40; ⅜ths, $11.75; 7/16ths, $11.60; ½-inch, $11.35; ⅝ths, $11.20, and ¾-inch to 1-inch, $11 per 100 pounds. Further advances are not unlikely to occur.

Iron Sheets and Boiler Plates Up

SHEETS, PLATES, ETC.—The seriously firm condition of the iron and steel market at present finds expression most positively in the matter of boiler plates and iron plates and sheets of lighter gauges. Plates, ¼-inch thick and heavier gauge, advanced 50c a 100 pounds to $6.50 on date of writing (Wednesday 21st). Lighter plates, 3/16ths inch to 18 gauge, also advanced 50c a 100 pounds, and were quoting at $6.60 per 100 pounds; 10-gauge were $6.70; 14-gauge, $6.80; 16-gauge, $6.05; 18-gauge and 20-gauge, $5.90; 22 and 24-gauge, $6.10; 26-gauge, $6.16, and 28-gauge, $6.25. The market for other sheet metal was reported rather dull, but with firm prices, and shortages of stock the rule on every side.

Demand Now is For New Gas Ranges

RANGES, STOVES, ETC.—Manufacturers report having rather ominous news from iron and steel centres to the effect that the prices of iron and steel used in stoves, ranges, etc., are not yet at the top notch in quotation lists. Cost of fuel and of labor combine to keep the markets firm, and there is quite a reasonable likelihood that stoves and ranges may be found higher in price for next winter unless rapid changes take place in market for raw materials. Just at present the principal call of the markets is for gas stoves for summer use, and quite a fair business is reported in these by those makers who handle these goods. Many of the materials used in the finishings of gas stoves are costlier now, even such items as tiles, and the porcelain handles for gas pipes being included in the general firmness of markets.

Enamelled and Tin Ware in Firm Market

ENAMELED WARE, ETC.—Advances in the price of tin have caused a firmness of tendency in articles made from sheet tin. Tinware generally is reported to be in especially firm condition of market now, but actual advances in price are not so far in effect. Enamelled and galvanized wares are all subject to similar conditions, and the manufacturers of such goods report a firm market, with demand normal, and supplies maintained fairly well in spite of slow delivery of raw materials and the hampering of production by the congestion of railway traffic. Discounts are shown in current quotations.

Lead Products Firm; Solder Shaded Up

LEAD, ZINC, ETC.—The market for lead and spelter being rather dull in Montreal at present, and no tendency towards further firmness being noted during the present week, the lead products have maintained their quotations of last week. There is an increasing demand for materials of this nature with the approach of spring, and the market condition is generally active and firm. Commercial "half and half" solder is now quoted at 33½c a pound by one large wholesale firm, and strictly pure solder at 37c. Other quotations were as last week's for the solders which vary over a wide range of qualities. Lead pipe, traps and bends, and lead sheets quote as last week also.

Lead pipe, lb.	$0 16	....
Lead waste pipe, lb.	0 17	....
Lead traps and bends	Plus 10%	....
Lead wool, lb.	0 16	....
Lead sheets, 3 lbs. sq. ft.	0 17	....
Lead sheets, 3½ lbs. sq. ft.	0 17	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 16	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 37	....
Solder, strictly, lb.	0 35	0 37
Solder, commercial, lb.	0 23	0 33½
Solder, wiping, lb.	0 33	....
Solder, wire, lb.	....	0 52
Zinc sheets, per lb.	0 33	....

Rope and Cordage Manufacturers Busy

ROPES, TWINES, ETC.—With the opening of navigation drawing nearer, some predictions from Quebec City being to the effect that this event will occur earlier during the present year than in several former years, the demand for ropes, cordage, and the various twines is improving. So far, though the market for raw materials is exceedingly firm, there have been no changes in the prices for rope and cordage. The last alteration in price took place late in January when pure Manila went to 29½c base, and since then, though the market for raw materials altered a shade or so up-

wards, there have been alterations in hemp and Italian hemp cordage only. Binder twine prices are still to announce and high opening prices are anticipated. Prices on cordage are shown in current quotations.

Gasoline and Coal Oil in Normal Demand

GASOLINE AND COAL OIL.—There is no alteration in price of gasoline in Montreal at date of writing, and the tendency of the market for crude oil was reported as far as possible unaltered from conditions prevailing last week. Gasoline was quoting at 31½c a gallon, Royalite coal oil quoted at 16c a gallon, and Palacine was being quoted at 19c. Demand for gasoline is still mainly industrial, the roads being still bad for automobile traffic, and not likely to open up early this year owing to the very heavy snowfall. Demand for coal oil is normal for the season, showing the gradual reduction due to advent of spring.

Old Light Brass And Rubber Down

OLD METALS.—A slightly easier feeling in the market for old copper was noticed during the present week, but not enough to alter the quotations of the previous week. Copper is in a rather dull market meantime. Light brass showed a reduction in price to 10c a pound. Supply is more plentiful, and demand lighter. The strength of the market for iron and steel maintains the present price of old cast iron, and old stove plate also. There has been a decline in old rubber. The rubber market on a larger scale showed an easier trend, and demand for old rubber slackened accordingly. Prices varied downwards by from half a cent to a cent on the various lines of old rubber materials.

Tea lead	0.07	......
Heavy lead pipe	0.09	......
Yellow brass	0.16	......
Red brass	0.21	0.21½
Light brass	0.10	......
Heavy zinc	0.10	......
Heavy copper	0.27	......
Old cast iron, per gross ton.	20.00	21.00
Stove plate, per ton	11 75	......
Old rubber, boots and shoes	0.07	......
Overshoes, lumbermen's rubber boots	0.06	......
Auto tires	0.05	......
Bicycle tires	0.02½	......

Tin is Firmest Of Ingot Metals

INGOT METALS.—In the market for ingot metals, tin is the feature metal this week, having advanced considerably in price. There have been rumors of restrictive duty upon the export of tin from the Straits. The other metals are in rather sluggish market at present, with some tendencies apparent towards easing off of prices, and most quotations maintaining as last week's.

Tin Goes Higher

TIN.—Owing, it is believed, to rumors to the effect that an export duty may be placed on tin at the Straits with a view to conserving the supplies, this metal took a jump during the week, and the prices prevailing for large quantities last week advanced to $56, with quotations of $58 per 100 pounds for smaller supplies, and market tendency firm.

Lead Steady

LEAD.—The market for lead has been rather quiet during the week since last report, and prices are still quoted at $12.25 to $13.50 and a shade higher for smaller orders.

Copper Also Quieter

COPPER.—An easier tone is reported as regards copper, with a very slight shading of prices downwards to $40 for small orders, and $36 to $38 per 100 pounds for larger quantities. Casting copper would be quoted at the cheaper price. Some grades of electrolytic copper are costlier.

Antimony Unchanged

ANTIMONY.—The same quiet tendency prevails in antimony as pervades the metal market generally (except for tin). Quotations are as last week's, $29 to $32 per 100 pounds, larger quantities securing the easier price, but deliveries subject to delays.

Aluminum is Steady

ALUMINUM.—A steady tone is noted in the market for aluminum, the quotations being $70 to $72, as quoted last week.

TORONTO MARKETS

TORONTO, March 22.—Wholesalers are now looking forward to better conditions so far as the delivery of goods is concerned, as the railroads have announced that they will now take shipments to points east of Toronto. There was much relief manifested when it became known that the railroads of the United States were not to be tied up through a strike. Such an occurrence would have greatly crippled Canadian industries through the shutting off of coal supplies and the delivery of manufactured products from that country. Deliveries are bad enough now, but with a strike to contend with there would have been almost a complete paralyzation of industry. Manufacturers are seriously affected with the labor problem at present, as there is a shortage of help, and that which is available in many cases is a very mobile quantity. If things are not just to their liking they move on. Wholesalers anticipate the recruiting of fifty thousand additional men in Canada may cause a still greater shortage, which will be seriously felt during the summer months. There have been a number of price changes during the week in the upward direction. Business has been exceptionally good with the promise of a continuation throughout the spring months.

Barn Door Hinges and Barn Door Track Up

HINGES, TRACK, WIRE NAILS.—There have been upward movements in a number of staple lines handled by hardware stores, among them miscellaneous wire nails, barn door track, barn door hinges, and crystal borax. There continues a steady increasing list of prices of shelf hardware that have been marked at higher levels, although the week has not witnessed quite as great an array as in some recent weeks.

Crystal Borax Higher

A 20 per cent. advance in the price of crystal borax was made effective during the week by the increase of the price from 10c to 12¼c per pound. There is a reported scarcity in this commodity with a difficulty in getting the goods shipped through.

Miscellaneous Wire Nails Advanced

By the change in discount in miscellaneous wire nails an advance has been recorded in these lines of approximately 5 per cent. The new discount is now 60 per cent., as compared with 65 per cent. formerly. There is a firmness in the market for all wire products.

Barn Door Track Advances

An advance has been registered in the price of barn door track, the new price for the 1¼-inch size is now $8.50 per 100 feet.

Screw and Strap Hinges Up 25c

Following the advance recorded in tee and strap hinges last week, an increase has been made effective on the price of screw and strap hinges, which amounts to 25c per 100 pounds. On sizes under 12 inches the new price is now $7.25 per 100 pounds, the previous price being $7. On sizes 14 inches and upwards the price is $6.75 per 100 pounds, as against the former price of $6.50. For extra hooks there has been no change in price, being 7c per pound for ⅝-inch and 6¾c per pound for ¾-inch.

Loaded Paper Shells—Correction

In last week's issue the price of shells loaded with black powder was inadvertently stated to "remain the same as previously at 10 per cent. off list." This should have read 10 per cent. on list.

Scarcity of Wire Nails is Developing

WIRE NAILS.—Manufacturers state that a decided scarcity of wire nails is developing through their inability to get sufficient supplies of labor. Some makers state that it is scarcely possible to get operators on the various machines to remain more than a week, and with some the average length of sojourn of the operators is four days. This is a condition that is common to many manufacturers, not alone in nail production, but in other lines of manufacture as well. There is also a shortage of rods from which the nails are made. There is a heavy demand for nails at present. Some wholesalers state they are unable to fathom what they are all being used for. Some factories are working overtime, and cannot keep up with the demand. In the face of this condition there are dealers who state they would be glad of a respite in orders to the end that they might be able to get caught up with bookings. There is a continued firmness in the market for all wire products and wire nails, but prices locally have remained unchanged with the exception of miscellaneous wire nails. On these the discount has been changed from 65 per cent. to 60 per cent. Standard steel wire nails are still quoted at $4.95 base per 100 pounds. Cut nails remain $4.75 base.

Short Shipments Usual in Enamelware

STOVES, ENAMELWARE.—Manufacturers state that the demand for enamelware and tinware has been so good that they are compelled to make short shipments on many of the orders. Sales are considerably ahead of last year, but there is difficulty in getting raw materials to manufacture sufficient quantities. The demand for copperware goods of all kinds keeps up exceptionally well, even in view of the fact that prices in some lines are about double what they were prior to the war. There is a revival in the demand for gas ranges following a slight cessation. Manufacturers are now getting in swing for the summer trade. The demand for oil heaters for immediate shipment is also good owing to the fact that people will soon be letting their furnaces go out. Prices for stoves and enamelware have held steady during the week. One manufacturer was forced to withdraw one line of oil heaters because of lack of stock.

Fine Weather Will Cause Demand for Gasoline

GASOLINE, COAL OIL, LUBRICATING OILS. -There was a steadiness in the market for gaoline and coal oil and lubricating oils following the advance all along the line announced last week. With the coming of spring weather oil men anticipate there will be an increased demand for gasoline for motoring purposes. While the price is higher now than it was at any time last year, it is anticipated that it has not yet reached its top limit for the season when the increased demand develops. Indications point to an early spring and a long season of good motoring weather. This was not the case last season, as the winter months extended well into summer almost. There have been further advances in some of the crude oil fields, but the mid-continent field, which is of primary interest to Canadian consumers, because most of the supply comes from that district, has remained stationary in price during the week. Gasoline is quoted wholesale at 30½ and 31c per gallon.

Black Sheets Have Been Moved Higher

SHEETS, PLATES.—An advance of 25c per 100 pounds has been registered in the price of black sheets during the week, which now makes the selling price $6.25 for No. 10 gauge and $6.40 for No 28 gauge. These are the base sizes, and for the other sizes there is the usual differential of 10c increase for No. 12 gauge over No. 10 gauge, 20c less for No. 14 gauge, 10c less than No. 10 gauge for No. 16 gauge, 5c less than No. 10 gauge for gauges Nos. 18 to 20; while gauges No. 22-24 sell for the same as No. 10 gauge. No. 26 gauge is 10c less than No. 28 gauge. There has also been an increase in the price of boiler plates, which have advanced 25c per 100 also, and are now selling at $6.50 per 100 pounds. There is, however, a range in the market, as will be indicated by the range in prices given.

	Per 100 Lbs.	
No. 10 gauge	$6.25	$....
No. 12 gauge	6.35	6.20
No. 14 gauge	6.05	6.10
No. 16 gauge	6.15	6.15
Nos. 18-20 gauge	6.20	5.80
Nos. 22-24 gauge	6.00	5.85
No. 26 gauge	6.30	5.90
No. 28 gauge	6.40	6.00
No. 29 gauge	....	6.10
¼-inch (boiler plates)	6.50	....

Boiler Tubes Are Due For An Advance

BOILER TUBES.—There has been no change in the price of boiler tubes during the week, but a firm condition exists as a result of the recent advance of 10 per cent. that took place in the Chicago and Pittsburg districts. Local dealers have not yet increased their price, but an advance is highly probable in the near future. There is a brisk demand for boiler tubes, and supplies are not heavy at present. Following are the quotations prevailing:

	Per 100 Feet Cold Drawn	Lapweld
1-inch	$22.00	......
1¼-inch	25.00	......
1½-inch	29.00	$24.00
1¾-inch	30.00	22.50
2-inch	33.00	22.00
2¼-inch	33.00	.....
2½-inch	36.00	29.50
3-inch	47.00	34.50
3¼-inch	.....	41.00
3½-inch	53.00	44.00
4-inch	65.00	55.00

Higher Prices On Coaster Wagons

COASTER WAGGONS.—New prices quoted on coaster wagons provide for an increase in the price of these lines. Following are the list prices on the various sizes: No. 00. $32 per dozen; No. 0, $41 per dozen; No. 01, $63 per dozen; No. 1, $76 per dozen; No. 2, $84 per dozen; No. 3, $93 per dozen; No. 4, $106 per dozen. These prices are subject to a discount of 33 1-3 per cent. There is a better demand for these wagons now that spring has arrived and the sidewalks are again clear.

5 Per Cent. Advance In Revolvers and Pistols

REVOLVERS, PISTOLS.—An advance of approximately 5% has been announced in the price of Colt revolvers and automatic pistols. The company states that its settled policy has been one of refraining from advancing prices as long as possible but that conditions in the market for raw materials have made a revision in prices necessary. One of the popular sizes in the .45 calibre Colt revolver is now selling at $28 each. This type has found favor with army officers who have been attached to the expeditionary force.

Bristle Brushes Are In Firm Market

BRUSHES, BROOMS, WOODENWARE.—One of the large Canadian manufacturers of brushes states that there is a firmness in the market for brushes which has resulted through the market conditions in black bristles. It is asserted that there must of necessity be an advance of at least 5 per cent. in their various lines of black bristle brushes by April 1. Brooms are also in strong market, a further advance of $30 per ton having been recorded in the price of broom corn which makes the price $380 per ton in the United States. Woodenware of all kinds is holding in firm market but prices have remained unchanged during the week.

Lawn Swing Prices Change

A change in the price of lawn swings and settees has been made effective this week. Prices that now prevail for these will be found in the current quotations.

Iron and Steel Prices Held in Steady Market

IRON AND STEEL.—There was a steadiness in the iron and steel market during the week so far as prices go. The undertone is one of firmness, however, following the advance recorded last

week. Some of the lines are in very low supply on this market. Swedish and Norway iron are in very small compass and the prices are firmly held. In the United States there is considerable structural steel work going forward which is causing a heavy demand and this all reflects on the condition in the local market. Following are the prevailing prices:

	Per 100 lbs.	
Common bar iron	$	$ 4.25
Common bar steel	....	4.50
Refined iron	....	4.65
Angles, base	....	5.00
Horseshoe iron	....	4.50
Norway iron	7.50	9.00
Mild steel	....	4.50
Tire steel	....	4.70
Toe calk steel	....	5.15
Sleigh shoe steel	....	4.75
Band steel	....	4.75
Spring steel	6.00	6.50
Mining tool steel	17.00	18.00
Sheet cast steel	25.00	35.00

Old Cast Iron Is $2 Per Ton Higher

OLD MATERIALS.—There has been an advance of $2 per ton in the price which dealers are willing to pay for old cast iron, now making the quotation $18 per ton as compared with the former quotation of $16. There has been a good demand for this commodity, as there has also been a good demand for all old materials. Prices for other lines of old material have held steady during the week.

	Per lb.	
Tea lead	$ 0.06½	......
Heavy lead pipe	0.09½	......
Yellow brass	0.17	......
Red brass	0.22	......
Light brass	0.10	......
Heavy zinc	0.09½	......
Heavy copper	0.29½	......
Old cast iron, per ton	18.00	......
Stove plate, per ton	14.50	......
Old rubbers, boots & shoes	0.08½	......
Overshoes, lumbermen's rubber boots	0.06½	......
Bicycle tires	0.02½	......
Auto tires	0.06	......

Active Demand For All Lead Products

LEAD AND ZINC PRODUCTS.—There has been an active demand for lead and zinc products during the week but prices have remained unchanged. In the primary market in New York the lead market took on a somewhat easier tone following the clearing up of the possibility of a railway strike. This had a tendency to cause freer selling of spot lead around 9½c per pound. It is the opinion in that market of some of the buyers that future lead will hold fairly strong. Following are the quotations locally:

Lead pipe, lb.	$0.16	....
Lead waste pipe, lb.	0.17	....
Lead traps and bends	10% on list	
Lead wool, lb.	0.15	....
Lead sheets, 3 lbs. sq. ft.	0.15¾	....
Lead sheets, 3½ lbs. sq. ft.	0.15¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.15½	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0.34	....
Solder, strictly, lb.	0.32¼	....
Solder, commercial, lb.	0.31¾	....
Solder, wiping, lb.	0.31½	0.32
Solder, wire, lb.	0.35	....
Zinc sheets, per lb	0.25	....

Lead and Spelter Slightly Easier

There is a good demand for practically all ingot metals, although the copper market is affected by the large quantities of scrap available from munition plants. Tin has advanced this week, while lead and spelter are slightly easier.

TIN.—A new development in the market is the possibility of a tax being imposed by the British Government on the export of tin to the U. S. As shipments of tin have in the past been sufficient for requirements in the States, it is doubtful if the proposed tax will be levied with the intention of conserving supplies in England. Prices locally have advanced to 55c-57c lb., according to quantity purchased.

COPPER.—The demand for copper continues good, although the market is affected by the large quantities of scrap on the market. Prices range from 39c-40c lb.

SPELTER.—There is a good demand, with stocks light. Prices locally range from 13c-15c lb.

LEAD.—Lead is slightly easier, and has declined ½c lb., with prices ranging from 12c to 13c lb.

ANTIMONY.—There is still a scarcity of antimony, particularly on large-sized lots, which are practically unobtainable. The market is strong and quotations firm at 35c per pound.

ALUMINUM.—The market is strong but quiet, and quotations are unchanged at 68c per pound.

PIG IRON.—The Steel Company of Canada have recently blown in their No. 2 furnace at Hamilton, and have issued a price of $43 a ton on foundry iron. Supplies of coke are coming forward in better volume, and the situation has consequently improved. The pig iron market is very strong and higher prices are likely at no distant date.

LONDON MARKETS

LONDON, Ont., March 22.—Prices are still on the upward trend as indicated in the report which follows. Business here and in the surrounding districts continues seasonably good. Local hardware merchants have started early to go after spring business, and are advertising quite extensively in local newspapers. Although there is not a great deal of new building going on, there is a very fair demand for builders' hardware lines owing to repair work, additions to buildings, alterations, etc. Collections, according to local wholesalers are very satisfactory.

Miscellaneous Wire Nails Advanced

The discount on the miscellaneous wire nail list has been changed from 65 per cent. to 60 per cent. off list. This discount applies to all nails except standard nails. The net extras on the list remain unchanged.

Standard common steel wire nails remain unchanged at $4.95 base f.o.b. London. Cut nails are unchanged at $4.70 base f.o.b. London.

Tin Singers Advanced

Tin horse singers (Eclipse) have been advanced to a new price of $3.75 dozen.

Stickfast Paste Higher

Stickfast paste in packages has been advanced to the following prices: 1 lb. pkgs., $1.50 doz.; 2 lb. pkgs., $2.35 doz.

Fox Scales Advanced

Fox platform scales have advanced to the following prices: 1200 lb. scale $19.50 each; 2000 lbs., drop lever, $29.50 each. The foregoing prices include stamping, and are net cash.

S & S Hinges And Hooks Advanced

New and hinge prices have gone into effect on screw and strap hinges and hooks. The new prices follow:—S and S hinges 6 in. to 12 in., $7.25 per 100 lbs.; 14 in. and larger, $6.75 per 100 lbs. Hooks, ½ in., 7¾c lb.; ⅝ in., 7¼c lb.; ¾ in., 7c lb.

Net Prices on Tee and Strap Hinges

An advance in the price of heavy tee strap hinges was recorded in HARDWARE AND METAL last week. Figured out at the new discount of 20-10 per cent. off list, the net prices are as follows:—

	Heavy tee.	Heavy strap.
4"	$ 1.84 doz. pr.	$ 2.16 doz. pr.
5"	2.31 "	2.67 "
6"	2.69 "	2.88 "
8"	2.96 "	3.89 "
10"	5.26 "	6.92 "
12"	8.36 "	8.57 "
14"	8.50 "	9.80 "

Wire Products Are Firm In Price

All wire products are decidedly firm in price and there does not appear to be any likelihood of easier prices in the near future. If a change is made it will probably be in an upward direction. Following are the prices quoted here on a number of wire fence products:—

	Per 100 lbs.
Barb	$ 4.65
No. 9 galvanized	4.25
No. 12 galvanized	4.45
No. 13 galvanized	4.55
No. coil spring	4.30
No. 10 O and A	5.66
No. 11 "	5.72
No. 12 "	5.80

Paris Green Up 10c lb.

The 10c per pound advance in Paris green, announced in HARDWARE AND

METAL'S paint market reports last week, have become effective here, with prices for C. P. Co. green now as follows:—

½ lb. pkgs.	59¼c	per lb.
1 lb. pkgs.	57¼c	"
25 lb. drums	55¼c	"
50 lb. drums	55c	"
100 lb. drums	55c	"

Paint Products Are At High Levels

Paint products generally are very firm in price owing to the high price, and in some cases scarcity of raw materials. The ready mixed paint situation is a rather trying one for manufacturers owing to the high costs of raw materials entering into paints now being manufactured. Linseed oil is firm at last week's high levels. Turpentine has declined 2c per gallon, and white lead is unchanged. There has been a slight tendency, however, in some quarters to shade prices on lead and glass, but with continued firmness in the primary markets and no signs of relief, prices are firming up locally. Prices on linseed oil, turpentine and white lead follow:—

Linseed Oil.	Raw. per gallon	Boiled
1 to 2 bbls.	$ 1.40	$ 1.43
3 to 5 bbls.	1.39	1.42
6 to 9	1.37	1.40
Turpentine—		
1 barrel lots	76c Imp. gal.	
2 to 4 barrel lots	75c Imp. gal.	
5 gal. lots	83c Imp. gal.	
White Lead In Oil:—		
Pure, ton lots	15.00 hd. lbs.	
Less than tons	15.30 hd. lbs.	
Glass—Small Lots:—		
Single dia.		15%
Double dia		15%
Cut lights		.50, 5%
Putty per 100 lbs.:—		
Standard 100 lb. drums		$ 3.85
Standard 25 lb. drums		3.95
Pure, 100 lbs.		4.65
Pure, 25 lbs.		4.75
Bladder, bbls.		4.10
Bladder, less		4.50

WINNIPEG MARKETS

WINNIPEG, Man., March 22.—The continued advance in all lines of steel products is having its effect on the manufactured article with the result that during the week revised prices have been issued on practically all lines of hinges, as well as hasps, barrel bolts, storm sash hangers, shelf brackets and trap door rings, new prices have been issued also on halter chains and revised quotations on carriage heaters and coal are now in force.

Prices on Brass Goods Revised

Another revision has been made in brass goods with the result that higher prices now prevail on brass valves, grease cups, oil cups, air cocks, straw gauge cocks, steam gauge cocks and water gauges. New prices now in effect on lines with which the retailer is familiar are as noted below:

Penberthy Regrinding Valves, Globe and Angle, are now selling at net list as follows: ¼ in., $1.10 each; ⅜ in., $1.25 each; ½ in., $1.60 each; ¾ in., $2.20 each; 1 in., $2.80 each; 1¼ in., $4 each; 1½ in., $5.50 each; 2 in., $8.75 each.

Penberthy Compodisk Valves, Globe and Angle now take a discount of 2½%, with net prices as follows:—¼ in., $1.05 each; ⅜ in., $1.20 each; ½ in., $1.55 each; ¾ in., $2.15 each; 1 in., $2.75 each; 1¼ in., $3.90 each; 1½ in., $5.35 each; 2 in., $8.50 each.

Air Cocks, Tee Handle—6, 22c each; 7, 25c each; 8, 28c each; 9, 33c each.

Lever 12, 30c each; 13, 33c each; 14, 36c each.

Grease Cups, Samson 801, 96c each; 802, $1.30 each; 803, $1.45 each; 804, $1.60 each.

Silex 900, 90c each; 901, $1.20 each; 902, $1.50 each; 903, $1.70 each.

Oil Cups, Safety 400, $1.20 each; 401, $1.40 each; 402, $1.60 each; 403, $2 each.

Salute 551, $1.05 each; 552, $1.15 each; 553, $1.20 each; 557, $3 each.

Water Gauges 84A, $1.80 each; North West, $3 each.

Steam Gauge Cocks 38, 38c each; 39, 47c each; 40, 41c each; 41, 44c each.

Prices on Carriage Heaters Are Higher

Prices which are now in effect on carriage heaters and coal are somewhat higher than those prevailing during the past season. They are as follows:—

Carriage heaters, each, 3D, $2.45; 5B, $1.75; 7C, $2.20; 7D, $2.65.

Heater coal, per doz., Clarks, 90c; A. B. C., 70c; Bricklets, 75c.

Hinges and Butts Are All Higher

The latest vision in prices on hinges and butts reveals the general tendency towards higher levels. Just how much the consumer is going to stand is rather difficult to estimate but it would certainly seem that the maximum must be nearly reached. Quotations now in effect read as follows:

Butts, 241 A, D2 and F—2 x 2, 28c pair; 2½ x 2½, 29c pair; 3 x 3, 30c pair; 3½ x 3½, 30c pair; 4 x 4, 37c pair; 4½ x 4½, 57c pair; 5 x 5, 75c pair.

	Dozen Pairs In Bulk	Dozen Pairs In Cartons
Corr Strap Hinges—		
935x4	$1 35	$ 2 00
5	1 90	2 60
6	2 65	3 20
8	4 20	5 00
10	6 35	7 40
12	9 70	10 90
Corr Tee Hinges -		
937x4	$1 70	$ 2 80
5	2 60	3 65
6	3 15	4 75
8	5 50	7 25
10	7 85	10 10

Light Strap Hinges, in bulk—3 in., 85c doz. pairs; 4 in., $1.05 doz. pairs; 5 in., $1.20 doz. pairs; 6 in., $1.45 doz. pairs; 8 in., $2.10 doz. pairs; 10 in, $3 doz. pairs.

Light Tee Hinges, in bulk—3 in., 85c doz. pairs; 4 in., 95c doz. pairs; 5 in., $1.10 doz. pairs; 6 in., $1.25 doz. pairs; 8 in., $1.55 doz. pairs.

Heavy Strap Hinges, in bulk—4 in., $2.55 doz. pairs; 5 in., $3.15 doz. pairs; 6 in., $3.40 doz. pairs; 8 in., $4.65 doz. pairs; 10 in., $8.15 doz pairs; 12 in., $10.10 doz. pairs.

Heavy Strap Hinges, in cartons—SC209x4, $2.20; 5, $2.80; 6, $3.55; 8, $5.10; 10, $8.45.

Heavy Tee Hinges, in bulk - 4 in., $2.15 doz. pairs; 5 in., $2.70 doz. pairs; 6 in., $3.05 doz. pairs; 8 in., $3.50 doz. pairs; 10 in., $7.05 doz. pairs; 12 in, $9.85 doz. pairs.

Heavy Tee Hinges, in cartons — SC609x4, $2.65; 5, $3.20; 6, $4; 8, $4.95; 10, $7.40.

Wrought Steel Butts No. 800, 5% discount; No. 804, 15% discount; No. 840, 10% discount.

Brackets, Staples and Hasps, Etc., Advanced

Other lines which have been affected in this class of goods are: Wrought steel shelf brackets, per doz. prs., No. 151 3 x 4, 75c; 4 x 5, $1.00; 5 x 7, $1.50; 6 x 8, $1.85; 7 x 9, $2.25; 8 x 10, $2.60.

Hasps and staples, per doz., 20 x 6, 43c; 8, 55c; 30 x 6, 60c; 7, 70c; 8, 75c.

Safety hasps, per doz.; 915 x 3, $1.25; 4½, $1.65; 6, $2.65.

Storm sash hangers per doz., 1717, $1.65.

Storm sash fasts, 1719, $1.95 doz.

Barrel bolts, per doz., 406-2-2½, $1.55; 406-3-3, $1.80; 4, $2.00.

Two Lines of Washers Reduced

A reduction in the price of the Dowswell and New Idea washing machines has gone through and quotations are now being made on the following basis: Dowswell $4.00 each; New Idea, $9.00 each.

The discount on wood tackle blocks has been changed and 30 per cent, represents the present basis for quotations. This reveals net prices as follows:—

	Single	Double	Triple
3	.50	.91	each
4	.60	1.10	1.50 each
5	.63	1.20	2.05 each
6	.77	1.40	2.95 each
7	.91	1.70	7.45 each
8	1.13	2.00	
10	1.90	3.15	
12	3.10	5.25	

Revisions and Further Advances Expected

Rumors of another advance in carriage hardware are in the air, and it is expected changes will be recorded in the prices of clevises, plow rings, etc., before long. Two lines have come in for revision during the week, the new prices representing advances in each case:

Whiffletree hooks, per lb., 107, 13c; 207, 12c.

Premium whiffltree hooks per doz. prs., 2, $3.25; 3, $3.75, 4, $4.25.

Linseed Oil.

No further change is noted in the linseed oil market over that which went into effect last week, prices remaining firm at the advanced figure. The prices now ruling are:—Linseed oil, raw, $1.40 per gal., bbl. lots; boiled, $1.43 per gal., bbl. lots.

Turpentine Firm.

Turpentine also remains firm locally at quotations in effect for some time past, as follows:—Per gal., 85c, bbl. lots; 88½c, bbl. lots; 90c, 5 gal. and 1 gal. lots.

Wood Alcohol Up.

Another advance is recorded in the price of wood alcohol, new quotations being made on the following basis:—5 gals., $1.82 gal.; 1 gal., $2. Cans included.

Higher figures are again in evidence on halter chains, the discount now prevailing being 30%.

Ventiplex sweat pads are also selling at an advanced figure, quotations for the No. 310 being $5.75 doz.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 22.—While the general tendencies of the main market features in painters' products are similar to the trend of last week's reports, there is this week a distinctly firmer tone to the market for mixed paints as will be noted from the paragraphs devoted to this branch of the market in particular. Linseed oil is still unhappily situated as to supply. White lead in oil is unchanged, and seems settling down to a determination to hold its high record of price without going higher unless absolutely forced up. Putty shows signs of firmer tendency due to linseed oil and whiting shortages. Spring supplies of paints are being moved out to fill spring orders, and business shows every promise of being good for summer. Opening of navigation is looked for as a market factor of importance as regards distribution much retarded by railway congestion.

Mixed Paints Likely To Advance Shortly

MIXED PAINTS.—Unless all market indications are belied, there will be a change in prices of mixed paints before next week's issue of this paper is published. At the time of writing there was still no change, but the market condition of extreme firmness was maintained, and there was widespread word of something to be expected in the way of an advance. Nothing official had been done or notified to the trade as regards prices to the retailer, but the conditions so very persistent during the past few months have had the inevitable effect, and it is claimed the market can no longer stand the strain of rising prices of raw materials without advancing the product in price also. That there will be "an appreciable advance" in paint prices was the opinion of one firm. That the filling of spring orders being about completed, and the season for sorting orders just on the way, the present time is opportune for the alterations of prices to suit conditions was the view expressed by another manufacturer. For a long time now the market for raw materials has been advancing, and for a long time HARDWARE AND METAL has been pointing out to readers the trend of the markets indicating that an advance in mixed paints was first possible, and later probable under the circumstances. Now it would appear that the manufacturers having seen their customers safely over the bulk of the spring supply business, and having carried a considerable burden of anxiety during the very ominous trend of the markets for raw materials, are about to take the necessary steps to meet conditions that prevail and seem likely to persist for the best part of the present year even if wars end and markets begin to oscillate back to old accustomed standards. Markets will not likely swing back very suddenly to old conditions. Prices have risen gradually though with fairly long strides at times. Prices will decline when peace arrives, no doubt, but not any faster than production of materials can make the pace for them. And for the present the decline is not even in sight.

Linseed Oil Still Very Much Needed

LINSEED OIL.—For the present week the position as regards linseed oil is still unsatisfactory, though distant promises of swifter movement of Canadian flax seed are heard. Promises, however, do not bring the seed to the crushers, and until plentiful quantities arrive there will not be any relief in the way of supplies for the market. During the week some linseed oil supplies changed hands within the city, a distribution of stocks to help out where an absolute scarcity was felt. The price paid for large quantities, and strictly between wholesalers or manufacturers was $1.32 per gallon for the raw oil. Boiled on this basis would be about $1.35, but no retail transactions could possibly take place at prices so low. The only quotation willingly ventured for one barrel lots only, and to recognized regular customers only was $1.41 per gallon for the raw, and $1.42½ for boiled.

Turpentine Being Carefully Conserved

TURPENTINE.—While there is no indication that turpentine is tending higher in price at Savannah, the local condition of markets firm. The reason for this condition, it is claimed is entirely connected with the freight situation. Supplies of turpentine are coming in so very slowly, and with so much uncertainty that holders of stocks in the city are reluctant to distribute more than small lots. Some paint manufacturers have no wish to come into the market to sell turpentine at all. One firm was willing to quote as low as 77 cents per Imperial gallon for turpentine in one barrel lots only, and to regular customers. Another firm's quotation was 87 cents on the same understanding. From 80 to 85 cents per Imp. gallon was mentioned by other firms.

White Lead in Oil Unchanged in Price

WHITE LEAD IN OIL.—Steadiness at the present firm prices has characterised the market for the pig metal of late, and with linseed oil still very scarce, and very powerfully placed as regards probable price standards when supplies begin to offer more plentifully, the market for white lead in oil persists in its condition of strength. Nevertheless there is a feeling amongst the manufacturers that white lead in oil should not perhaps go higher in price than it is at present. Certainly this product now holds its record height in market quotations. Demand is said to be slack at present, and any advances in price would probably still further reduce this, so that unless raw materials go to entirely new levels, and the whole market situation alters, there may not be any advance in white lead in oil. The quotations in Montreal at present are $14.80 per hundred pounds for 1 ton lots, and $15.10 for less than one ton lots. Occasionally reductions below the foregoing prices are made by jobbers who wish to dispose of stocks.

Putty Shows Some Restless Symptoms

PUTTY.—No changes have been made for the time being in the price of putty, but there is a very serious condition of market as regards raw materials for this product, and it would not surprise some men in touch with paint markets and markets for painters' materials to discover putty prices advanced in line with any other advances that may be featuring upon the markets in future. Whiting is one of the very difficult factors of

the putty situation. Linseed oil is short in supply, and high in price. The metal containers for putty are high in cost to those who require them. These factors may contribute to an advance in putty, but so far there is nothing definitely indicated except by the raw material markets.

Window Glass Has Advanced in Price

WINDOW GLASS.—There has long been a very marked advancing tendency in window glass due to the difficulties of manufacture in the United States, and HARDWARE AND METAL has duly pointed out of late that window glass prices were bound to advance shortly. The discount now announced of 5 per cent. instead of the former 10 per cent. for small lots, is substantial proof of the accuracy of the predictions made on the basis of market trend for some time back.

TORONTO

TORONTO, March 22.—Conditions in the paint trade point to a good season so far as consumption goes. Manufacturers assert their belief that all that is needed now to assure a good consumption is favorable spring weather.

Supplies of Flaxseed Still Very Limited

LINSEED OIL.—There was very little improvement in the linseed oil situation during the week so far as deliveries of flaxseed to Eastern crushers goes. This has been the big factor operating to cause a scarcity of oil in the local market for some weeks past. Some crushers have been unable to get practically any seed at all while others have received a few cars during the week. There seems to be considerable seed moving out of the Canadian West as the inspections made at Winnipeg during the week totalled 102 cars. This was an average of 17 cars per day. Eastern crushers assert that the greater part of this seed is moving southward into the United States. Statistics compiled by the Census Department at Ottawa give the final estimate of last year's production of flaxseed as slightly over 7,000,000 bushels as compared with a yield the previous year of slightly over 10,000,000 bushels. This confirms the opinion that there is a shortage of seed in the Canadian West. As stated in these columns previously, there is a very acute shortage in the crop of the Argentine Republic which will probably place the shortage of seed that would under ordinary conditions be used on this continent of approximately 10,000,000 bushels. In the United States there is a firm situation in linseed oil with still higher prices hinted at. There has been but small variation in the price of flaxseed at Winnipeg during the week. On Thursday of last week the cash article closed at $2.61⅛ per bushel and on Wednesday of the present week the close was at $2.62½. The highest point reached during the week was on Tuesday when it was quoted at $2.64⅝. With the flax market keeping up well, the demand for oil cake falling off with the approach of spring, coupled with the difficulty of getting flaxseed to the Eastern crushers in Canada and with the possibility of a good demand for linseed oil in painting this spring and summer there seems small prospect of an easier tone in this market for some little time. Quotations remained unchanged locally during the week.

	Raw. Per gal.	Boiled. Per gal.
1 to 2 bbls.	$1.40-$1.44	$1.43-$1.47
3 to 5 bbls.	1.39- 1.43	1.42- 1.46
6 to 9 bbls.	1.38- 1.42	1.41- 1.45

Turpentine Declined 2c Per Gallon in Week

TURPENTINE.—There were declines of 2c to 6c per gallon in the price of turpentine in the local market. Where the range of prices last week was within narrow limits, being from 75c to 78c in single barrel lots the range this week is from 69c to 76c. There is therefore a wider range. In the southern centre of the naval stores industry at Savannah there was a sagging tendency during the week, prices having declined 3c per gallon in that market. Importers in the local market are having difficulty in getting supplies owing to the transportation situation. One car that was billed from New York two weeks ago had not arrived at the time of writing. Ordinarily it should have taken no more than three or four days for it to reach this market. Three cars of turpentine that were due to reach the border on March 6, 10 and 14, respectively, have not yet been heard from. There is quite a demand for turpentine locally, but the difficulty is to get the commodity for distribution. Stocks now on the way are pretty sure to turn up in the near future. With the approach of the new season's run and the fact that the British market is fairly well provided for until November next there is an easier feeling in turpentine.

	Per Imp. Gallon
1 barrel lots	$0.69-$0.76
2 to 4 barrels	0.68- 0.77
5-gallon lots	0.87- 0.84

Colors in Oil Have Been Advanced

COLORS I NOIL.—Advances have been made in the price of colors in oil of from 2c to 10c per pound in certain instances. Venetian red that formerly sold for 13c is now quoted at 15c. Indian red ranges in price from 20c to 28c. Chrome yellow is quoted at 36c to 45c and golden ochre at 20c. Chrome green is priced at 24c per pound as compared with 15c to 22c formerly. Signwriters' black is now quoted at 27c, the former quotation being 24c. Lampblack is selling at 24c per pound, the former price being 21c.

White Lead in Oil In Very Slow Demand

WHITE LEAD IN OIL.—With the high price prevailing for white lead in oil there is a very limited demand at present. There is no disposition to look for a change in prices and prices have held stationary at $15 per hundred pounds in ton lots and $15.30 per hundred in less than ton lots. So far as the pig lead market goes there is no indication as yet that prices are likely to be lower because of conditions which prevail for that commodity. Quotations in the New York market kept up well around $10 per hundred during the week, although there was not any feverish interest in buying at those quotations. Users seem fairly well stocked for the present at least and consequently did not evince an interest in buying.

Glass Discounts Show Higher Tendency

GLASS AND PUTTY.—One of the wholesalers who previous to the present week had been quoting discounts on window glass of 10 per cent. in some cases and 15 per cent. in other instances leveled up the quotations and is now quoting at 10 per cent. off list all through. As a general thing however 15 per cent. off list is more generally quoted.

Shellac Prices Are Again Slightly Higher

SHELLAC.—Slightly higher levels were reached in the prices being quoted for varnish shellac, the range for pure white now being $3.50 to $3.65 per gallon as compared with $3.50 to $3.60 last week. There has been a corresponding increase in the pure orange varnish shellac, the range being from $3.25 to $3.55 per gallon, representing a 5c increase in the highest quotation. Finest white gum shellac also was quoted at higher levels, the range being from 68c to 74c as compared with 65c to 69c per pound last week. Finest orange gum shellac and TN grades remained unchanged. There has been a continued heavy demand for the varnish shellac, coming largely from industrial concerns.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmokor 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION.

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle smokeless, $8.75 per M.

Sporting Cartridges — Centre Fire Smokeless—303 Winchester, $32.75 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	12/16	$ 7.00
4/16	5.00	13/16	8.25
5/16	5.00	14/16	8.25
6/16	5.00	15/16	9.50
7/16	5.00	16/16	9.50
8/16	5.00	18/16	9.50
9/16	6.00	20/16	14.00
10/16	6.00	24/14	16.00
11/16	7.00		

Discounts from Standard List prices:

Common, 65%.

Ford's Auger Bits, 30 and 10%.

Gilmour Auger Bits, 60%.

Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

List Prices Per Dozen.

3/16	$ 4.50	12/16	$ 7.00
4/16	4.00	13/16	8.00
5/16	4.00	14/16	8.00
6/16	4.00	15/16	9.00
7/16	4.50	16/16	9.00
8/16	5.00	18/16	10.50
9/16	5.50	20/16	12.00
10/16	6.00	24/16	15.00
11/16	7.00		

Discount from above list 33 1-3 per cent. on Irwin Auger Bit.

AXES

Single Bit, doz.	8 50	11 00
Double Bit	14 00	16 00
Boys' Axes	7 00	8 00
Hunters' Axes	5 75	7 25
Bench—No. 2, doz.		10 00
No. 3, doz.		10 80
No. 4, doz.		11 60
No. 5, doz.		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb..$1.35-$1.45

Cut Lace Leather, lb..$1.50-$1.65

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 20%.

Carriage Bolts ($1), list, 7-16 in., 5%.

Machine Bolts, ⅜ in. dia. and smaller, 20%.

Machine Bolts, 7-16 in. dia. and larger, 10%.

Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 10%.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 5%.

Coach and Lag Screws, 30%.

Skein Bolts, 10%.

Square Head Blank Bolts, 10%.

Bolt Ends, 10%.

Plow Bolts, 10%.

Elevator Bolts, 15%.

Fancy Head Bolts, 10%.

Shaft Bolts ($3 list), 10%.

Step Bolts, large head ($3) list, 10%.

Whiffletree Bolts, 10%.

Nuts, square, net list.

Nuts, hexagon, net list.

Stove Rods, per lb., 9¼c.

Stove Bolts, 55%.

Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.12¼-12½

BRASS Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 30
3 sections, 6 ft., doz.	7 50

BOILERS (Range)

30-gal. Standard	10 50
30-gal. extra heavy	13 00

BOARDS, BAKE Per doz.

No. 1—18 in.x24 in.	7 00
No. 2—18 in.x28 in.	7 60
No. 3--20 in.x30 in.	8 00

BOARDS (Ironing)

Size 12x60 ins., doz.	8 00
Size 14x60 ins.	9 00
Folding, 14x58 ins., doz.	18 00
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	17½%
No. 800	15 %
No. 838	17½%
No. 808	17½%
No. 804	20 and 10%
Nos. 802, 842, 844	25 %
Nos. 810 and 814	12½%
Nos. 820 and 910	25 %

F.O.B. Toronto, Montreal, London, Hamilton.

Chicago Spring Butts—

Chicago Spring Hinges, 10%.

Triplex Spring Hinges, 40%.

Chicago Mortise Floor (5000) 40%

Chicago Relax Floor (6000), 45, 7½%.

Chicago Premier (4000), 25%.

Chicago Ajax (3000), 25%.

Chicago Fire Station, List.

Lavatory Door Hinges, 20, 10, 7½%.

Chicago Screen Door (2000), 50%.

Chicago Screen Door (3000), 25, 5%.

Non-Hold Back Screen Door Steel, 40, 20%.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

B.B. Chain, Electric Weld—⅛ in., $14.70 per 100 lbs.; 3-16 in., $10.20; ¼ in., $7.80; 5-16 in., $6.90; ⅜ in., $6; 7-16 in., $7.65; ½ in., $7.45; ⅝ in., $7.25; ¾ in., $7.15; ⅞ in., $7; 1 in., $6.85.

B.B.B. chain is priced as follows: ¼ in., $13; 5-16 in., $11.10; ⅜ in., $10.30; 7-16 in., $10.05; ½ in., $9.85; ⅝ in., $9.65; ¾ in., $9.50; ⅞ in., $9.35; 1 in., $9.20.

Fire Welded—7-16 in., $6; ½ in., $6; ⅝ in., $6; ¾ in., $6.

B.B.B. Crane Chain—¼ in., $9 per 100 lbs.; 5-16 in., $8; ⅜ in., $7.20; 7-16 in., $7.20; ½ in., $7.20; ⅝ in., $7.20; ¾ in., $7.20; cow ties, 25%; trace chains, 25%; dog chains, 37½%; halter chains, 37½%; tie-out chains, 67½%.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock

CHOPPERS, FOOD

Universal (doz.)—		London
No. 0	$14 40	$13 80
1	17 40	16 80
2	20 40	19 80
3	25 80	24 60

CLOTHES LINE (Galvanized)

No.	Per M. ft.
17, 7-strand, 100-ft. lengths	$6.40
17, 7-strand, 50-ft. lengths	6.60
18, 6-strand, 100-ft. lengths	4.95
18, 6-strand, 50-ft. lengths	5.15
19, 6-strand, 100-ft. lengths	4.35
19,, 6-strand, 50-ft. lengths	4.60

COPPER	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	55 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	55 00	53 50
Copper sheet, tinned, 14x60, 14 oz.	60 00	54 25
Copper sheet, planished, 14x60 base.	64 00	60 00
Braziers' in sheets, 6x4 base	55 00	52 00

COMBS

Curry combs, list, plus 25%.

CORD (SASH)

No. 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	8 25	7 90
All bright, 52 sheets	9 00	8 15

Galvanized

	Apollo	Crown	Gorbals
18x24x52	6 25	7 50	9 75
60	6 50	7 75	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$22 00
IX, 20x28 base	26 00
IXX, 20x28 base	30 00
IXXX, 20x28 base	34 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets	9 00
IX, 20x28 base, 56 sheets	10 00
IXX, 20x28 base, 56 sheets	12 00
IXXX, 20x28 base, 56 sheets	14 00

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 200 lbs., $17; 216 lbs., $18.

COKES, AMERICAN

Bessemer Steel—

14x20 I.C. base	10 00
20x28 I.C., double box	20 50

CLOCKS

Big Ben	$2 40-$2 50
Good Morning, each	1 05
Lookout	1 35

CROWBARS, 5¾ to 6c per lb.

DRILLS

Bit Stock Drills, 40%.

Rd. Shk., 40%.

Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	$ 11 00
I X, 14 x 20 base	12 05
I X X, 14 x 20 base	12 90

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle	60
Disston Brand	50
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2 15
Under 40 lbs.	2 45
Mounted No. 115, each	7 00
Bi-Treadle, each	6 75

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross($21.60; 9-16 in., $22.50.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles 35%; all ash axe handles 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%; all ash and oak neckyokes, heavy team oval and round whiffletrees 25%; ash carriage neckyokes 25%; ash and hickory carriage, buggy and democrat whiffletrees 35%; twin neckyokes 40%; chisel and file handles 40%; Pearson horse pokes 35%; dictator, Champion and Climax horse pokes 30%; wood bow rake 25%; wire bow rake 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	8 05
Atlas, No. 2	8 50
Stearns, 4 in.	6 70
Stearns, 5 in.	9 25
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	7 00
Steel track, 1¼ in.	8 50

HEATERS (OIL)

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 620 (230), each	5 65
No. 660 (260), each	7 95

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	.....	14 40

Subject to discount of 20 and 10% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.90; No. 1 and smaller, $5.15; show pattern, No. 2 and larger, $5.15; No. 1 and smaller, $5.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $5.35; No. 1 and smaller, $5.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4 ,$6.75; special countersunk steel, all sizes, 0-4, $7.25; toe weight steel shoes, all sizes, No. 1 to 4, $7.75.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $2; No. 2 and larger, $1.90; "Sharp" No. 2 and larger, $2.10; "Sharp" No. 1 and smaller, $2. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	17 50
72x30, 26 gauge, case lots.	18 00

Less than case, 25c per 100 lbs. extra

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 25
Mrs. Potts, No. 50, nickel-plated, per set	1 35
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beaty Electric Irons, each	3 00
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	19c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-8 ft.	26c ft.
B.T. Iron Bound, 16 ft.	41c ft.
B.T. Iron Bound, 18 and 20 ft.	50c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 22 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.		8 50
Jumbo, doz.		10 00
Jap'd Dash, doz.		11 25
Search Dash, doz.		11 75
Searchlight, No. 20, doz.		19 50
All brass		24 75
Little Bobs	1 75	2 35
Copper, well japanned, doz.		14 75

F.O.B. Toronto, Hamilton, London.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast	....	0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 55
Steel Thumb, No. 3, per doz.	2 10
Steel Thumb, No. 4, per doz.	3 70
Barn Door, No. 5, per doz.	2 10
Barn Door, No. 9, per doz.	3 20

LEAD

Pig, see weekly report.	Mont'l	Tor'to Lb.
Lead wool	0 16	0 15
Sheets, 3 and 3½ lbs. sq. ft.	0 17	0 15¾
Sheets, 4-6 lbs. sq. ft.	0 16	0 15½

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven.	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers, freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch, ..$1	3 inch... 10c
1⅛ inch, ..$1	3¼ inch... 10c
1¼ inch. ..65c	3½ inch. .. 10c
1½ inch. ..40c	4 inch. .. 5c
1¾ inch. ..40c	4½ inch. .. 5c
2 inch. ..30c	5 inch. base.
2¼ inch. ..30c	5½ inch. base.
2½ inch. ..15c	6 inch. base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $5 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $5.02½.

Cut Nails — Montreal, $4.70 base; Toronto, $4.75 base; London, $4.70; Hamilton, $4.75. No equalization of freights.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

NAILS (HORSE)

C Brand.

Size.	C Brand. Per box of 25 lbs.
No. 3	$19 25
No. 4	9 25
No. 4½	8 00
No. 5	4 25
No. 6	4 00
No. 7	3 75
No. 8	3 75
No. 9	3 50
No. 10	3 50
No. 11	3 50
No. 12	3 50

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

London, Hamilton, Montreal, Toronto.

Roofing nails, American, large head, keg, $7.95.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch	$1.80	48 inch	$ 6.20
18 inch	2.65	60 inch	7.70
24 inch	3.40	72 inch	9.20
30 inch	4.00	84 inch	10.50
36 inch	4.75	96 inch	12.00
42 inch	5.50		

1½ inch mesh and 19 ga. wire.

12 inch	$3.50	42 inch	$10.50
18 inch	5.00	48 inch	12.00
24 inch	6.30	60 inch	15.00
30 inch	7.75	72 inch	18.00
36 inch	9.00		

1 inch mesh and 20 ga. wire.

12 inch	$ 4.00	42 inch	$12.00
18 inch	5.50	48 inch	14 00
24 inch	7.00	60 inch	17.00
30 inch	8.50	72 inch	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch	$10.50	36 inch	$15.00
30 inch	12.75		

(½ inch mesh and 22 ga. wire)

24 inch	$16.50	36 inch	$24.00
30 inch	20.10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30, 10% off list.

Montreal, 30% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	$20.75-$21.00
U.S. Navy (American)	20 00
Clipper, U.S.	17 00
U.S. Navy (English)	17 50
Plumbers (spun)	$8.00-$8.50

OIL

	Montreal	Toronto
Can. prime white petrol	0 16	0 15
Royalite	0 16	0 15
Palacine	0 19	0 18
Lampoline	0 16	0 15
Electroline	0 19	0 18
Castor oil, per lb.	0 30	25-30
Black oil (Summer)	0 14	0 13
Black oil (Winter)	0 14½	0 13½
Cylinder Green	0 38	0 37½
Paraffine	0 21½	0 20½
XXX Machine	0 24	0 23
Fuel oil, bbls.	0 13¾	0 12¾
Fuel oil, tank cars	0 12¼	0 11¼

OLD MATERIALS

Tea lead, 6½c lb.
Lead, heavy, pipe, etc., 9½c.
Brass, yellow, 17c; red, 22c.
Brass, light, 10c lb.
Zinc, heavy, 9½c lb.
Copper, heavy, 29½c lb.
Old cast iron, $18 per ton.
Stove plate, $14.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 8½c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 6c; bicycle tires, 3½c.

PACKING Per lb.

Fine jute	0 12
Coarse jute	0 09½
Square braided hemp	0 28
No. 1 Italian	0 36
No. 2 Italian	0 28

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	.62-65
Resin sized, per roll	1 00
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 75
Surprise Fibre	0 67
Tarred Felt, per cwt.	3 35
Asbestos Sheeting, (per 100 lbs.)	$9.00-$12.00
Carpet Felt, 16 oz., per 100	$4.25-$4.50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.	7 00	6 50
6 to 7 lbs., doz.	7 25	6 75
7 lbs., doz.	7 50	6 75
7 to 8 lbs., doz.	8 00	7 00
8 lbs., doz.	8 00	7 50

PINS, COTTER

Cotter pins, 85% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black (Per 100 feet)	Galvanized
⅛ in.	$ 4 50	$ 6 00
¼ in.	3 78	5 91
⅜ in.	3 78	5 91
½ in.	4 93	6 50
¾ in	6 10	8 22
1 in.	9 01	12 16
1¼ in.	12 19	16 45
1½ in.	14 58	19 66
2 in.	19 61	26 46
2½ in.	31 01	41 83
3 in.	40 55	54 70
3½ in.	50 60	67 62
4 in.	59 95	80 12
Lapweld—		
2 in.	22 57	29 05
2½ in.	33 93	44 17
3 in.	44 37	57 76
3½ in.	55 20	72 22
4 in.	65 40	85 57
4½ in	76 20	99 70
5 in.	88 80	116 20
6 in.	115 20	150 70
7 in.	152 30	196 40
8 L. in.	160 00	206 30
8 in.	184 30	237 60
9 in.	220 80	284 60
10 L. in.	204 80	264 00
10 in.	263 70	339 90

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 55%.

4" and under, running thread, 40%.

Standard couplings, 4" and under, 50%.

4½" and larger, 30%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 30% trade discount.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	% 55	% 55
8" soil pipe	40	40
Medium and extra heavy fittings, 6" and under	60	60

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

PUMPS

Pumps	30 and 35%
Cistern Pumps	30 and 35%
Set Lengths	25%
Brass Lined Cylinders	25%
Brass Body Cylinders	20%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 27½%; Iron Burrs, 27½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	$4.50-$5

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis lb.	29½
British Manila basis	25
New Zealand hemp basis	25
Sisal basis	24

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	24	
Double lath yarn	24½	
Yacht marline, tarred	54	
White polished halyards	30	
Hemp, deep sea line basis	44	
Hemp, tarred ratline basis	40	
Hemp, tarred bolt rope basis	42	
Marline and Houseline	42	
Jute rope basis	16-17½	
Italian rope basis	44	
Cotton, ⅛ lb.	0 42½	0 47½
5-32 lb.	0 41½	0 44
3-16 lb.	0 39	0 41¼
¼ lb. and up	0 38	0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 20
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lbs.	39 00	1 00
2000 lbs. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 20%. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	..
Hexagon cap	..

F.O.B. Toronto, Hamilton, London and Montreal.

SETTEES

Settees, 1 passenger	10 00
Awning, ea.	5 00
Table, ea.	2 00

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs
10 gauge	6 20	6.00-6.25
12 gauge	6 30	6.10-6.35
14 gauge	5 75	5.80-6.05
16 gauge	5 85	5.90-6.15
18-20 gauge	5 75	5.95-6.20
22-24 gauge	5 80	6.00-6.25
26 gauge	5 80	6.05-6.30
28 gauge	5 95	6.15-6.40

SHEETS, CORRUGATED

	Per 100 sq. ft. Galvanized
28 ga.	$ 6 50
26 ga.	7 00
24 ga.	10 00
22 ga.	12 00
20 ga.	14 00
18 ga.	18 00

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$ 8 30
U.S. 28	8 00
U.S. 26	7 70
22 and 24	7 55
18 and 20	7 40
14 and 16	7 25

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 40	6 85
16 gauge	7 40	6 95
18-20 gauge	7 60	7 10
22-24 gauge	7 80	7 25
26 gauge	8 00	7 40
28 gauge	8 40	7 70
10¾ ozs.	8 85	8 00

Add 20c for less than ton lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16-20	8 70	8 00	8 05
22-24	9 00	8 20	8 25
26	9 25	8 50	8 65
28	9 50	8 75	8 95
10¾ oz.	....	....	9 30

Less 25c in case lots.

SHINGLES Per square

Standard galvanized $7 00
Shipping weight, 90 lbs.
Standard painted 5 00
Shipping weight, 80 lbs.
Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Standard galvanized	$7 00

SKATES List

Boys' Hockey, polished	1 25
Scotia	3 25
Dreadnought	3 50
MicMac	5 00
Velox	6 50
Regal, 189	6 00

Discount 30%.

SOLDERING COPPERS.

Base, per lb., 63c cents.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30%	....	20 and 5
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	25 and 5		25 and 5
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	25 and 5		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....75c per dozen net
Half polished .....50c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDER, BAR

See Weekly Report

STAPLES Per cwt.

Fence staples, bright, kegs. 5 10
Fence staples, galv., in kegs 5 95
Fence hooks, galv. 5 95

In 25-lb. boxes add 25c extra.

Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's

Bandoir .....Doz. 31 00
Champion Nic. 25 00
Champion Jap. 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....$77 00
Household Vac, doz. 63 00
Superba Vac, doz. 92 00

F.O.B. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, ea... 6 50
Ontario, 2-passenger, ea... 5 50
Baby, ea. 3 50
"Quebec," 4-passenger, ea.. 7 25
"Quebec," 2-passenger, ea.. 6 25

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe findings list adopted December 21, 1916—Net list.
List of Capped Goods adopted Jan. 1, 1916....70-10%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson, 30 and 7½%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in	12 50
18 in.	16 00

Discount, 10%.

TRAPS (GAME) %

See weekly report.

Victor No. 1 1 65
Jump, No. 1 2 15
Hawley & Norton, No. 1... 2 89
Newhouse, No. 1 3 45

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 37½-44½
4-ply wrapping .....40 -48

WOOD TUBS

No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES %

Ground work 45-47
Compression work, standard. 45
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard 49
High grade 40
Bath Cocks
Standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Steam Cocks
Standard 53
High grade 50
Radiator valves, standard... 20
High grade 30
Globe, angle and check valves, standard 15
Do., high-grade 10
Patent quick opening valves 55

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.

WASHERS, IRON.

Full box, 10%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$3 70	$4 25	$4 00
Sectional, ½ lb., per 100 lbs.	3 70	4 50	4 00
Solid, 3 to 30 lbs., per cwt.	2 40	3 50	2 50

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz... 45 40
Garden, steel wheel, doz... 58 30
Light garden, each 41 00

WHIFFLETREES (Steel).

No. 70—F.D. & B.D.
Whiffletrees—
28", each .....
34", each .....
36", each .....
No. 73—Doubletrees, 44", ea.
No. 74—Doubletrees, lumber men's, 44", each.....
Neckyokes—34", each .....
36", each .....
40", each .....
44", each .....
Plow Sets—No. 79, each.....
No. 80, each.....
No. 81, each.....
No. 82, each.....
No. 72—Singletrees, 40", ea.
2-Horse Sets, Nos. 75, 76, 77, set .....
F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70 %
Brass Screw Hooks 70 %
Brass Gate Hooks and Eyes 70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $5.75; No. 10, $5.80; No. 11, $5.90; No. 12, $6; No. 13, $6.10; No. 13½, $6.10; No. 14, $6.25; No. 15, $6.50.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.70; No. 19, $7.20.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 30%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $5.40; No. 14, $5.45; No. 15, $5.55.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5.50 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.66; No. 11, $5.72; No. 12, $5.80.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Toronto	London
Barb	$5 00	$4 65
No. 9 pl. galv.	4 25	4 25
No. 12 pl. galv.	4 40	4 45
No. 13, pl. galv.	4 50	4 55
No. 9 coil sp.	4 25	4 30
No. 12 coil sp.	4 50	....

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 80
No. 13	5 90
No. 13½	5 35
No. 14	6 05
No. 15	6 25
No. 16	6 50

WRINGERS.

Royal Can., 11 in., doz. list.$84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite, 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 114 72
Daisy, No. 1 105 84
Maple Leaf No. 2 103 20
Maple Leaf No. 1 94 32
Sun 78 36
Safety 97 50
Rapid 82 80
Universal 63 00
Eureka, 10" 65 00
Eureka, 11" 71 00
Eclipse 97 70

Discount off above list, 45 & 5%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Stillton & Trimo— List price ea.	
6 in.	$ 2 00
8 in.	2 25
10 in.	2 50
14 in.	2 50
18 in.	5 00
24 in.	7 25
36 in.	13 50
48 in.	20 00

Discount off above list, 50, 5%. Discount on parts, 50, 5% off list; Coes, 10% off list; Regular, 65% off list.

WRINGERS—MOP.

White, No. 1, each..... 1 50

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $7.40 per 100 lbs.; 5 lb. packages, $7.20 per 100 lbs.; white, 2½ lbs., $6.80 per 100 lbs.; 5 lbs., $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	16-20	16-22

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz.....$1 35
Weighted, 20 lbs., doz..... 1 60

COATING

Cement Coating $2 55 2 75

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5-12c
Burnt Umber, 100 lbs..... 5-12c
Raw Sienne, 100 lb. kegs.. 5-12c
Burnt Sienna, 100 lb. kegs 5-12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01⅝
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 15
Indian red 28-28
Chrome yellow, pure 36-45
Golden ochre, pure 0 20
French spruce ochre, pure 0 15
Chrome green, pure 0 24
French permanent green, pure 0 22
Signwriters' black, pure.. 0 27
Marine black, 25-lb. irons 0 07
Lampblack 0 24

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-jchn extra.

GLUE Per lb.

French medal ....
English common sheet 30-35
English prima 0 38
White pigsfoot 0 40
Cake bone, 112-lb. bags... 0 35
Hide, 112-lb. bags 35-38
Gelatine, 112 lb. bags....45-60
Ground glues, 112 lb. bags—
No. 1 30-32

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Toronto, London and Hamilton: —Single or Double Thick—15% off above; 50 cases or over, open cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10%; 35 cases and over, open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS

Zinc coated, 20c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$14 80	$15 00
Crown Diamond	14 80	15 00
Green Seal	14 80	15 00
Tiger Pure	14 80	15 00
Ramsay's Pure	14 80	15 00
Moores Pure	14 80	15 00
O.P.W. Dec. Pure..	14 80	15 00
Red Seal	14 80	15 00
Decorator's Pure ..	14 80	15 00
O.P.W. English ...	14 75	15 25
Elephant Genuine..	14 75	15 25

B.B. Genuine Lead, less than tons, $16.20 Toronto; $15.90 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. tins	$31 50	$22 75
2-lb. tins	....	21 75
5-lb. tins	29 50	17 50
10-lb. tins	28 50	....
25-lb. casks	28 00	16 25
50-lb. casks	27 50	15 75
100-lb. casks	27 00	15 25
300-lb. casks	....	15 00
600-lb. casks	....	14 75

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.60. White in lb. pkgs., per 100 lbs., $6.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white	$3 05
B.H. English, colors	2 80
Crown Diamond, white	2 80
Crown Diamond, colors	2 55
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint	1 95
Moore's Sani-Flat	2 10
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white ..	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white ..	3 05
Sherwin-Williams, colors ..	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white ...	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65

PARIS GREEN	Per 100 lbs Munro's	C.P. Co.	Bergers
600-lb. bbls...	....	$53 75	$54 50
250-lb. kegs..	53 75	54 00	54 75
100-lb. drums.	54 75	55 00	55 75
50-lb. drums..	54 75	55 00	55 75
25-lb. drums..	55 00	55 25	56 00
1-lb. 100s, pks	57 00	57 25	58 00
½-lb. 100s ...	59 00	59 25	60 00
1-lb. 100s, tins	58 00	58 25	59 00

Prices f.o.b. Toronto, Hamilton London and ¼c less in Montreal.

PARIS, PLASTER

Per bbl. $2 35 $2 50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY Standard

	Montreal	Toronto
See weekly report.		
Bulk, in casks	3 10	3 40
Bulk, 100-lb. drums	3 55	3 85
Bulk, 25-lb. drums	3 65	3 95
Bulk, 12½ lb. irons	....	4 20
Bladders, in bbls...	3 80	4 10

Pure Putty, 80c cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $3.50 to $3.65.
Pure Orange, gal., $3.25-$3.55.

Gum, 55-60c lb.; finest orange, 63-69c lb.; finest white, 65-69c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

Montreal	Toronto
See weekly report for prices.	

SLATING Gal

Liquid Slating, B.B.....

VARNISHES Per gal cans

Gold Medal .....$ 2 05
Maritime Spar 4 25
B.-H. Stovepipe Varnish, ½ pints, per gross..... 10 20
Sun Varnish 2 40
Sun Spar 4 18
Sun Waterproof Floor... 2 75
Jasperite Interior and Exterior 2 25
Jasperite Pale Hard Oil. 1 60
Jasperite Floor Finish... 2 25
Marble-ite Floor 2 54
Wood-var 2 54
Finest Interior 2 86
Durable Floor 2 40
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Spar-Not 3 08
Kyanize Spar 4 50
Kyanize Cabinet Rubbing 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 15
Luxeberry spar 4 50
Ramsay's Universal 2 40

WATER PAINTS

Opalite, 200 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 21½

WASTE, WHITE WIPING

XXX Extra 0 20
X Grand 0 19
XLCR 0 18
X Empire 0 17
X Press 0 16

WASTE, COLORING WIPING

Fancy 0 16
Lion 0 14½
Standard 0 13
Popular 0 11¾
Keen 0 10½

WASTE, WOOL PACKING

Arrow 25
Axle 20
Anvil 15
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41-46
Johnsons 41-46
Gold Medal 0 30
Ramsay's 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOD ALCOHOL Per gal.

In gallons 1 20
Barrels 1 00-1 05
$4 extra for barrels.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.00; chilled, $18.50; buckshot, $17.80; ball, $18.20.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 8 00	$13 00
Double Bit	13 50	15 50
Broad axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25. Black Diamond, 100 lbs., $12.50.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 15%; 7-16 and larger, net list; machine, ⅜ and under, 15%; 7-16 and over, 5%; machine set screws, 25%; plough bolts, 5%; nuts, small lots, 3c advance over list; case lots, 2c advance over list; stove bolts, 50%; shaft bolts, 5%; tire bolts, 30%; sleigh shoe bolts to ⅜, 5%; 7-16 and up, net list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8¾c; ⅜, 7¾c; tie out, 65%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 9½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $4.70; 10 in., $5.20; 12 in., $6.10.

Conductor pipe, 2 in., per 100 ft., $5.45; 3 in., $6.60; 4 in., $8.70.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	8 00	11 75
26 to 40	9 00	13 75
41 to 50	11 50	15 25
51 to 60	12 00	16 00
61 to 70	13 00	17 25

GLASS (Plate)

20% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.90; 6, $2.65; 8, $4.30; 10, $6.35; 12, $9.70.

Corrugated Tee Hinges — 4. $1.70; 5, $2.60; 6, $3.15; 8, $5.50; 10, $7.85; 12, $11.10.

HORSESHOES

Iron, No. 0 to 1, $5.90; No. 2 and larger, $5.65; snowshoes, No. 0 to No. 1, $6.15; No. 2 and larger, $5.90; steel, No. 0 to 1, $6.35; No. 2 and larger, $6.10; featherweight, $7.50.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	8 75	8 75
28 Am. or 26 Eng.	8 45	8 45
26 Am. or 26 spec.	8 15	8 15
24	8 00	8 00
22	8 00	8 00
18 and 20	7 85	7 85
16 Am.	7 70	7 70

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Potts No. 50 set	1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, $16.40.

LEAD WASTE, $17.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $4.70 base; Winnipeg, $5.10 base. Cut f.o.b., Winnipeg, $5.10.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 3c advance over list; case lots, 2c advance over list; Hexagon, small lots, 3c advance over list; case lots, 2c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24½c; Buffalo Engine gasoline, 33½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 33c; Family Safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer Black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 16½c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.45; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $7 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 55	$ 6 98
⅜ inch	4 64	7 07
½ inch	6 08	7 83
¾ inch	7 52	9 95
1 inch	11 12	14 67
1¼ inch	15 03	19 89
1½ inch	18 00	23 76
2 inch	24 21	31 95
2½ inch	38 25	50 58
3 inch	50 04	66 15
3½ inch	62 28	66 15
4 inch	73 80	....
4½ inch	91 80	....
5 inch	107 10	....
6 inch	139 00	....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $7.25; full polished, $8.25; 18 x 24, half polished, $7.25; full polished, $8.25; 20 x 28, half polished, $7.50; full polished, $8.50.

PLOW SHARES......10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	4 25
25-lb. irons, per cwt.	4 55
1½-lb. tins	0 07½

RIVETS AND BURRS

Iron rivets, 20 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 24c base; pure Manila, 30c base; British Manila, 25c base; lath yarn, 24c base; African hemp, 25c base; cotton rope, rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.)

10 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	6 75
12 gauge	6 75
14 gauge	6 50
16 gauge	6 50
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 50

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $10.10 per doz.; D.H., Rd. Pt., $10.10; L.H., Sqr. Pt., $10.10; D.H., Rd. Pt., $10.10; Bulldog and Jones, D.H., Rd. Pt., $11.10; D.H. Sqr. Pt., $11.10; L.H., Rd. Pt., $11.10; L.H., Sqr. Pt., $11.10; Black Cat and Crescent Scoops—No. 4, $11.25 doz.; No. 6, $12; No. 8, $12.75; No. 10, $13.55; Moose and Jones Scoops. No. 4, $12.45; No. 6, $13.15; No. 8, $12.85; No. 10, $14.55 per doz. dozen.

SOLDER. Per pound, 36 to 37c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.70 at Fort William, $5.10 Winnipeg; galvanized staples, $5.50 Fort William, $5.90 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east, octagon tool steel, 12½c base; square tool, 13½c base; spring, $5; machine, $5 base; tire, $4.50. Mild, 3-16, ¼, 5-16, $6 base; other sizes, $4.50 base.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

25 per cent. off list.

TACKS, Carpet, 70% off list.

TIES. Cow, 25%.

TIN AND TIN PLATE

20 x 28 I.C.	$20 00
20 x 28 I.X.	21 50
20 x 33 I.C.	24 25
20 x 33 I.X.	25 50
Terne plates	16 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 5%+75c; full boxes, iron, 10%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.55; less than ton lots, $16.20.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.35; Winnipeg, $4.75; plain galvanized, Ft William, No. 9, $4.85; No. 12, $5.10; Winnipeg, No. 9, $5.25; No. 12, $5.50; coil spring, Ft. William, No. 9, $5; No. 12, $5.25; Winnipeg, No. 9, $5.30; No. 12, $5.55.

Patented screen in 100-ft rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.95 Winnipeg; $6.55 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $6.20; 10, $6.25; 12, $6.40; 14, $6.60; 15, $6.75; 16, $6.90 per 100 lbs.

WRINGERS

Royal Canadian, $48.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

Stephens'
REGISTERED TRADE MARK

Paints and Varnishes

More Value

More Sales

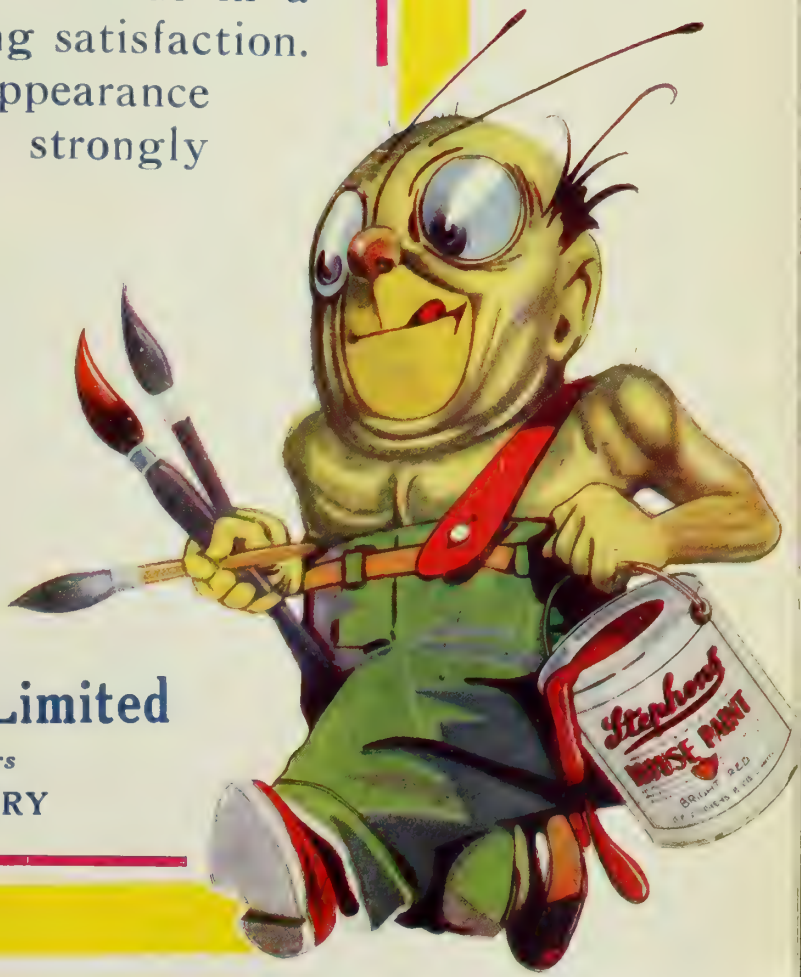
More Profit

BUSINESS BUILDERS

With the Stephens line you can defy competition, because it stands in a class by itself for giving satisfaction. Its covering capacity, appearance and durability appeal strongly to practical painters.

House Paints, Floor Paints, Barn and Elevator Paints, Silkstone Flat Wall Colours, Interior Enamels, Wa-Ko-Ver Stains, Carriage Paints, Varnishes, Etc.

If we are not represented in your district, write for our exclusive agency proposition.



G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG and CALGARY

The Summit of Perfection
IN FLOOR FINISHES

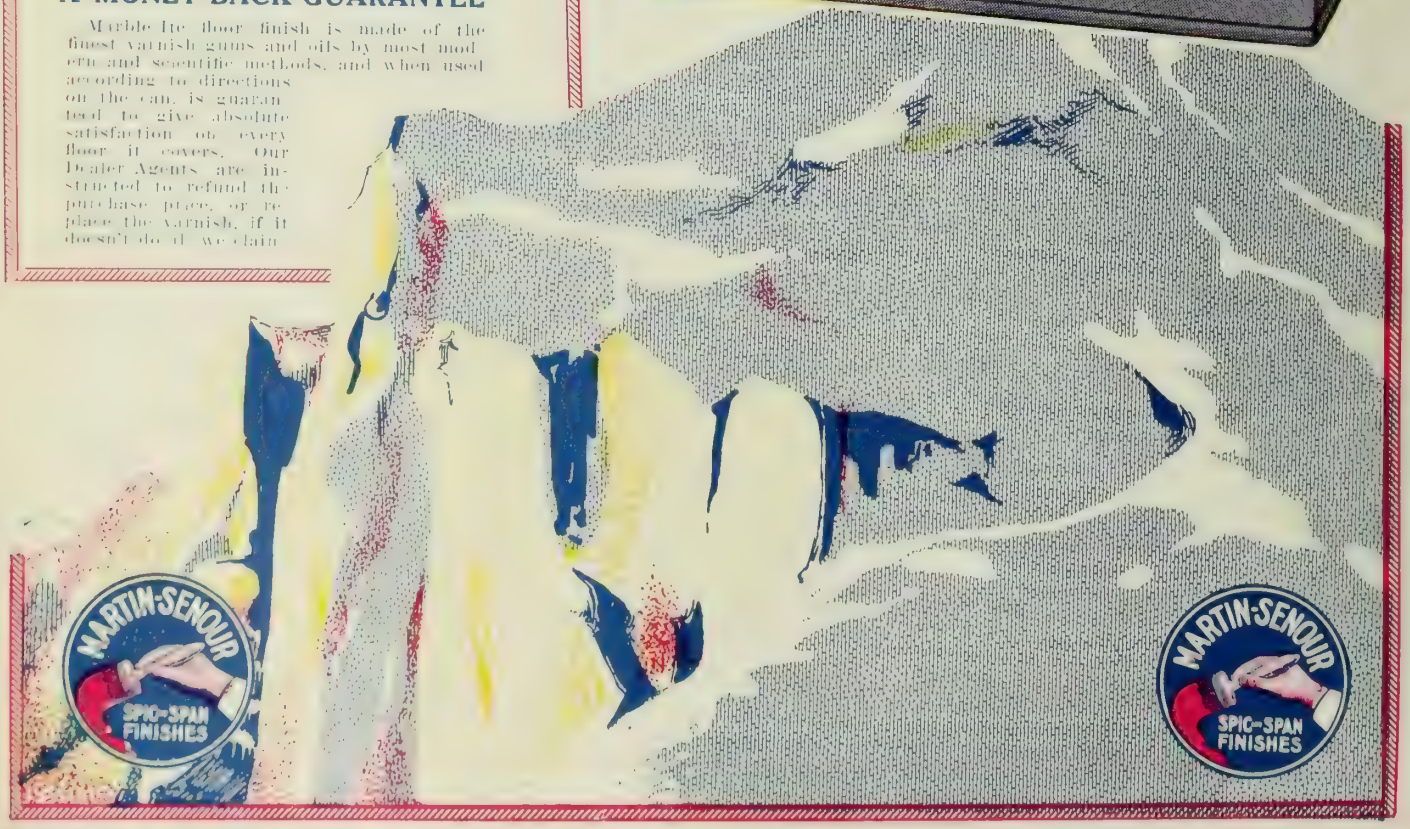
Marble-Ite is the distinctive floor finish with the "money-back guarantee" which, from its reputation, is much in demand by people who wish to make and keep their floors "Spick-and-Span."

The benefit of the exclusive agency plan is fully reaped by the dealer-agent who handles the complete line of Martin-Senour Paints and Varnishes, consisting of a special product for every use, each fully guaranteed to best serve the purpose for which it is made.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

A MONEY-BACK GUARANTEE

Marble-Ite floor finish is made of the finest varnish gums and oils by most modern and scientific methods, and when used according to directions on the can, is guaranteed to give absolute satisfaction on every floor it covers. Our Dealer Agents are instructed to refund the purchase price, or replace the varnish, if it doesn't do all we claim.



THE HIGH ROAD TO SUCCESS

is safely travelled by those dealers who control the larger share of the paint varnish trade of their community by holding the exclusive agency for

MARTIN-SENOUR

100% PURE PAINT AND VARNISHES

Made in Canada — Sold on Merit

The Martin-Senour exclusive agency plan is a proven success from the satisfactory experience of thousands of dealer-agents who are having pleasure and profit in selling these products of unsurpassed quality and merit.

Martin-Senour advertising and sales promotion campaigns are well planned, extensive sales helpers which, combined with Quality and Service, make Martin-Senour Paints and Varnishes the easiest and most profitable to sell.

The Martin-Senour reputation for highest quality, backed by an absolute guarantee of purity in formulae and satisfaction to the user, is the mainstay of the dealer in these unsettled times of uncertainty of delivery and scarcity of supply in raw material required for the making of best Paint and Varnish products.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG · TORONTO · HALIFAX

MARTIN-SENOUR SPIC-SPAN FINISHES

MARTIN-SENOUR PAINT & VARNISHES

Better Varnish and Better Business

A VALSPAR customer is a pleased customer—and a pleased customer comes back again to your store. That's the best argument for stocking **Valspar** this year. Better varnish and better business for you.

The tendency leans away from cheap and bulk varnishes toward standard branded goods of known value, with the manufacturer square behind the goods and the dealer who sells it.

This seems to be proven by steady increased demand for Valspar through Canadian retail merchants. Listen to a few town records from dealers' reports for 1915-1916: Huntsville, increase 50%; Perth, 100%; Bracebridge, 85%; Peterboro, 66 2-3%; Toronto, "several hundred per cent.," and so on.

Our big advertising campaign in Canadian magazines will boost **Valspar** sales from New Brunswick to Vancouver. You be the one to benefit by it.

Valspar is the famous **waterproof** varnish, the one that even boiling water or soapy water will not spot. It is used in millions of homes for indoor and outdoor work—floors, woodwork, furniture, bathroom, kitchen, porches and porch furniture, in fact, all varnish work, including motor boats and every kind of woodwork exposed to the weather.

VALENTINE'S VALSPAR
The Varnish That Won't Turn White

Write us for the latest Valspar proposition.

Valentine & Company, 109 George Street, Toronto

ESTABLISHED 1832

Largest Manufacturers of High-grade Varnishes in the World

New York Chicago Boston

TRADE VALENTINES VARNISHES MARK

Paris London Amsterdam

Copyright 1917 by Valentine & Company

If interested, tear out this page and keep with letters to be answered.

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works : Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited
MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited
MONTREAL

SELL

RAMSAY'S

PAINT

WATCH

1917

A. Ramsay & Son Co., Limited---Branches: Toronto and Vancouver

Results are quick -

INCREASE YOUR BUSINESS

DOUGALL VARNISH

The Varnish That Lasts Longest

ATTRACTIVE DISCOUNTS

UP-TO-THE-MINUTE
SELLING HELPS

THE DOUGALL VARNISH CO., LIMITED
J. S. N. DOUGALL
PRESIDENT.
MONTREAL
CANADA.
Associated with
Murphy Varnish Co
U. S. A.

The Dougall Varnish Company, Limited

MONTREAL, CANADA

The National Advertising of PRATT & LAMBERT VARNISH PRODUCTS is Making a Pathway to YOUR Door

PEOPLE want Pratt & Lambert Varnishes. And they order them from the dealers who stock them. They do this because the super-quality of these goods and the great national advertising makes them want them. The effectiveness of this advertising is shown by the remarkable and consistent gains in the yearly sales of Pratt & Lambert Dealers everywhere.

Your business instinct will tell you that it is good merchandising to stock a line which has *proved its right to be famous* by sixty-eight years of constantly growing popularity — yet whose makers have never for a moment rested in their efforts to make its name even better known and its quality even more worthy. This is the established Pratt & Lambert policy; and it is a policy which can *make money* for you.

THE people who read the magazines are the successful people — the home-owners — the spenders. Pratt & Lambert advertising has been going continuously for many years into more than six million homes of this character. Every day huge purchases of varnish and enamels are made by this vast multitude of buyers —and what is more natural than for them to seek out the paint and hardware stores which sell *the goods best known to them?*

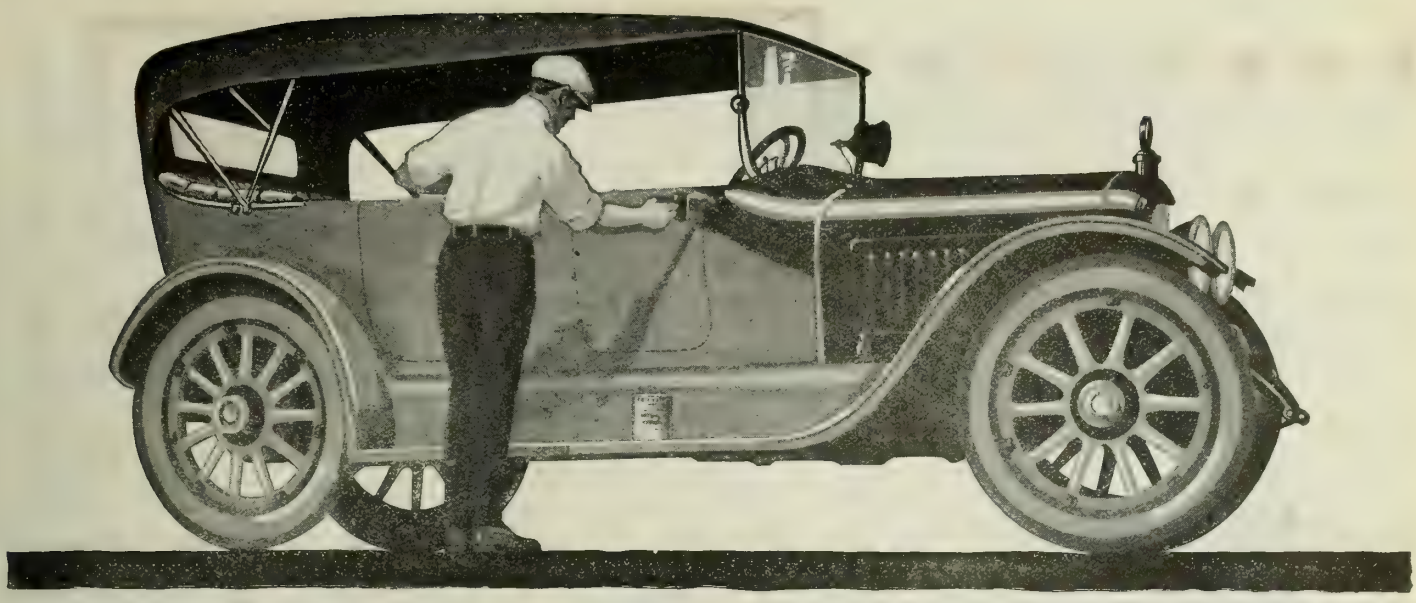
Get Your Share

of the great and growing sales from which P&L Dealers everywhere are getting Big Profits. Write for the Pratt & Lambert Dealer Proposition — and do it today — NOW!

PRATT & LAMBERT-INC.
Varnish Makers 68 Years
24 Courtwright St., Bridgeburg, Ontario
Factories
Bridgeburg, Ontario
New York Buffalo Chicago
London Paris Hamburg

Pratt & Lambert Varnish Proposition
Quality Sales Profits Repeats...

If interested, tear out this page and keep with letters to be answered.



Try It On Your Own Car First

Try Glidden Auto Finish on your own car. Then you'll be ready to more than back up every single statement we've ever made for this remarkable new Glidden product.

You'll tell your customers that they can refinish their cars easily, quickly, conveniently—

—easily, because Glidden Auto Finish makes the car like new with only one coat;

—quickly, because it goes on in short order and dries in less than 48 hours;

—conveniently, because they don't have to lay up the car for a week or two.

You'll tell them these things with absolute assurance that they are true. Better still, you'll sell the goods, too—and every sale will bring repeat business. Then, too, there's nothing better for carriages and buggies.

Remember that thousands of *new* cars throughout the world are finished with Glidden Varnishes,—Auto Manufacturers are our largest customers—Glidden workmen know the requirements of Auto finishing. Can any set of men produce a better line of finishes for the Auto owner?

How to Get a Quick Start After Auto Finishing Profits.

Send to-day—right now—for details of our special Auto Finish offers. A complete line-up of goods, advertising and merchandising plan—everything you'll need to make a quick turnover and get the profits.

These offers must be made subject to change without notice. So act quickly.

The Glidden Varnish Company, Limited

Toronto, Ontario

Turn Suggestions Into Dollars

Every possible paint user in Canada is being educated to know the economy of using Canada Paints and Finishes, also what to paint, when to paint and how it should be done. Therefore, the demand is bound to be for Canada Paint products because they insure satisfactory results.

This confidence in C.P. Finishes enables C. P. agents to "cash in" on human nature by suggesting more things to paint.

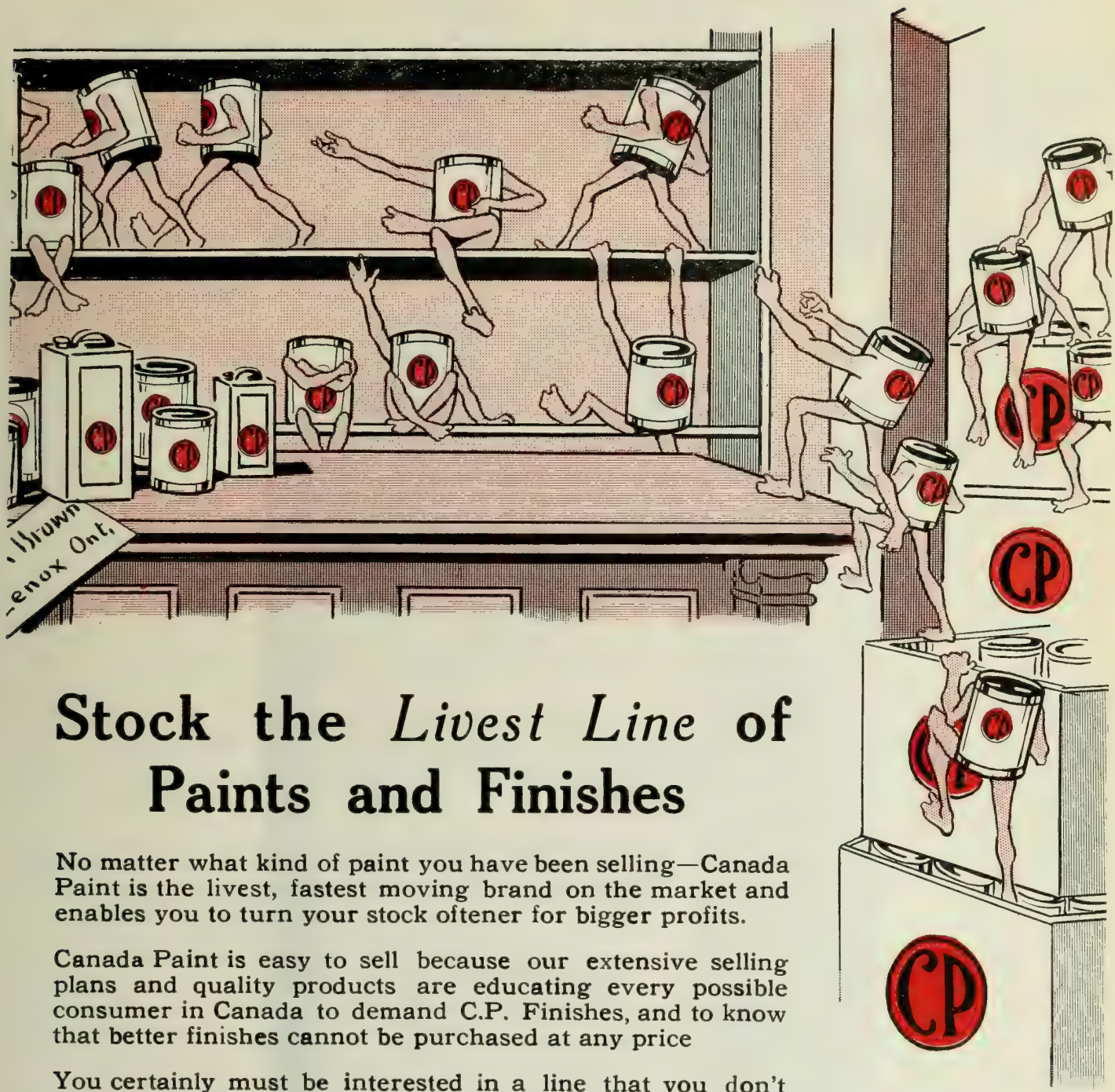
Things fresh and bright appeal to everyone. Suggest that a coat of some C.P. Finish not only improves appearance but enhances value and makes for a satisfied feeling of comfort.

There are scores of opportunities in your town—every customer presents an opportunity to "cash in" on his or her sense of pride and your suggestions will be accepted as the gospel of good living.

Ask us to tell you more about this suggestion idea and how our extensive selling plans for 1917 will help you.

The Canada Paint Company, Limited

572 William Street, Montreal 112 Sutherland Avenue, Winnipeg



Stock the *Livest Line* of Paints and Finishes

No matter what kind of paint you have been selling—Canada Paint is the livest, fastest moving brand on the market and enables you to turn your stock oftener for bigger profits.

Canada Paint is easy to sell because our extensive selling plans and quality products are educating every possible consumer in Canada to demand C.P. Finishes, and to know that better finishes cannot be purchased at any price

You certainly must be interested in a line that you don't have to "talk up." C.P. products fairly jump from your shelves for they are more than half sold when the customer reaches your store.

The day that you tell us to put the magnetic "C.P. Full Line Agency" Sign on your store, is the day that you will begin to get a bigger portion of the paint and varnish trade in your district.

Say the word to-day.

The Canada Paint Company, Limited

572 William Street, Montreal

112 Sutherland Auenue, Winnipeg

1791 - 1917

Still in the Ring and Going Strong

If interested, tear out this page and keep with letters to be answered.

The Paint to Feature

is the one which does a job that equals the rosy expectations of the purchaser. The paint which can be depended upon to give uniform satisfaction can never cause complaint to you from your most particular customer.

B-H "ENGLISH" PAINT 70% Pure White Lead, 30% Pure White Zinc, 100% Pure Paint

has been making good for so many years it is regarded by hundreds of merchants as standard.

You will build bigger sales by featuring it prominently.

In towns where we are not represented, we have an attractive agency proposition to progressive merchants.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

S W P

This Trade-Mark stands for fifty years of quality and dependability.

It marks products that have the confidence of hundreds of thousands of satisfied consumers and enthusiastic dealers.

This Trade-Mark goes a long way toward making sales, for it is a guarantee of "full value" in paint and finishes.

It is so well-known that wherever paints are mentioned, it instantly comes to mind.

Let us place this "Cover the Earth" sign on your store—it will lend prestige and tone to every line you carry.

Let us show you how our co-operation in making sales will help to build a bigger, more successful business? Don't "think it over." Ask us to tell you all about it. —now.

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES MONTREAL TORONTO WINNIPEG, LONDON, ENG

OFFICES AND WAREHOUSES MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S. LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

S W P

This Trade-Mark indicates to users of paints and finishes the most successful paint dealer in practically every city, town and cross-roads in the civilized world.

It is backed by the largest organization of its kind in existence, with a reputation that has been built on service.

This service includes the making of products that you and your customers can be confident are the best that can be produced and that we are willing to guarantee.

It means the best advertised, best known paints in the world. It means helping you to sell more and more paints each year. It means a lot of other good things you'll learn about when you put up the sign—and putting up the sign means a bigger success.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES MONTREAL, TORONTO, WINNIPEG, LONDON ENG
OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S.
LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

TRADE MARK
POLIO

Paints that Bind Painters to Your Store

The service of our products forms a very strong connection between painter and dealer.

Merchants with the agency for

Jamieson's Pure Prepared Paints and Varnishes

are getting a big share of that business and making a most desirable profit.

Make 1917 *your record paint selling year.* Take the first step towards putting many more dollars in your cash drawer by writing for our proposition.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating P. D. DODS & Co., Limited

MONTREAL, CANADA

If interested, tear out this page and keep with letters to be answered.

The Paint Behind the Long Lasting Beauty of the Home

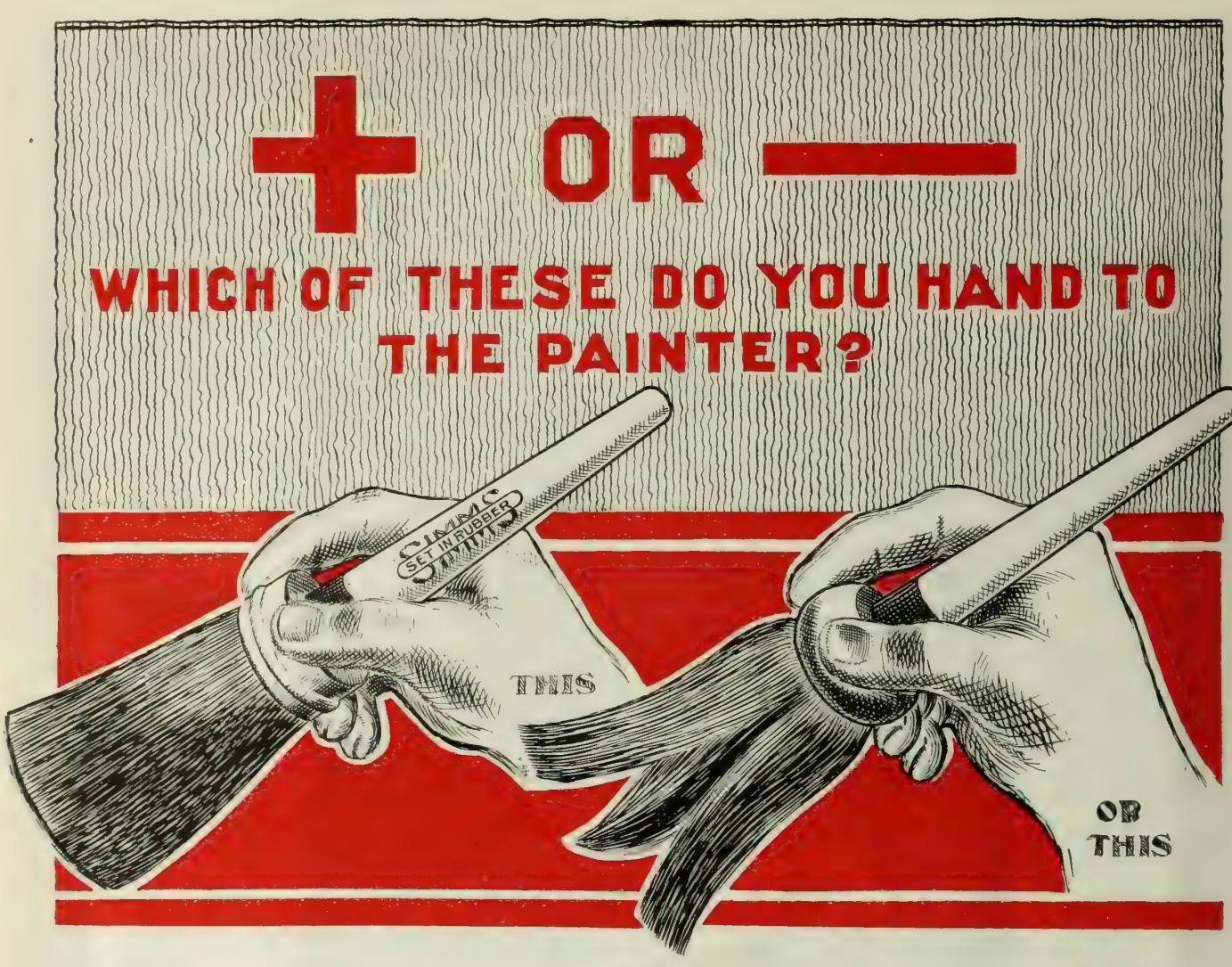
Highest Quality at Moderate Cost

R. C. Jamieson & Co., Limited

Owning and Operating P. D. DODS & CO., Limited

MONTREAL, CANADA

If interested, tear out this page and keep with letters to be answered.



Do you sell to the painter, whose reputation and living are made through the QUALITY of the work he does, a smooth-working, solid top, full-elastic, perfectly balanced NON-COMPRESSED

TRADE SIMMS SET IN RUBBER MARK

oval varnish or paint brush? Or do you think that the quality of the brush you sell is of little importance and hand him over the old-fashioned COMPRESSED ferrule kinds that spread out like a feather duster when used, and were made for years by the brush manufacturers only because they, up to the time of the advent of the "set-in-rubber" process, had no setting composition that would hold the bristles in the ferrule without the compression that distorted the brush into an impractical, ill-working tool?

ALL SIMMS Brushes are made by skilled mechanics using the latest improved machinery and in a modern concrete, well-lighted building. This means ideal working conditions and a QUALITY PRODUCT.

Your trade interests DEMAND that you get acquainted with

SIMMS QUALITY BRUSHES

T. S. SIMMS & CO., LTD., St. John (Fairville) N.B.

Paint Department of the Mills Hardware Co., Hamilton, Ont.

Lowe Brothers LIMITED

HIGH STANDARD PAINT AGENCY

will pour big money into your cash drawer

The illustration above shows a store that increased its paint business $2,000 in one year as a result of stocking extensively Lowe Bros. High Standard Paints, coupled with our unequalled co-operative sales-pushing methods.

Dealers who specialize in Lowe Bros. High Standard Paints make big money and make it fast. Top-notch quality and moderate price wins the preference of the consumer and a good margin of profit is assured on every sale.

It is natural for us to think that we make the best paints on the market but we are not alone in that belief—there are thousands of dealers and consumers that think so too, especially the dealer who concentrates upon selling our lines.

We back our dealers with sales-making plans which secure the business. Write for proposition.

Lowe Brothers LIMITED

TORONTO

Lyon Paint & Glass Co., Limited, Winnipeg

Your Cost of Doing Business Is Increasing by Leaps and Bounds. Are You Still Maintaining Your Normal Margin of Profit?

When it comes to buying—as a business proposition it is necessary for you to consider not only the question of quality, but you must also consider the question of profits.

CROWN DIAMOND PAINTS

allow you a more generous and satisfactory margin of profit than the average—a price which gives you a little relief from the prevailing high prices—and this is due to our position as manufacturers of heavy chemicals, the manufacture of our own dry colors, and particularly to the low selling cost due to having the one sales organization for chemicals, aniline dyes and paint.

The CROWN DIAMOND selling plan contains many interesting features and unique selling aids. Write for details of selling plan and profits on CROWN DIAMOND PAINTS.

Distributors:
W. B. DALTON & SONS LIMITED
Kingston - Ontario
H. J. DUPONT & SON
Ottawa - Ontario
CROWELL BROS.
Halifax - N.S.

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

Crown Diamond Paints
McArthur Irwin

Distributors of Glidden's Green Label Varnishes and Jap-a-Lac for the Province of Quebec

If interested, tear out this page and keep with letters to be answered.

Prices Lower

Aylmer

Ever Ready Pumps

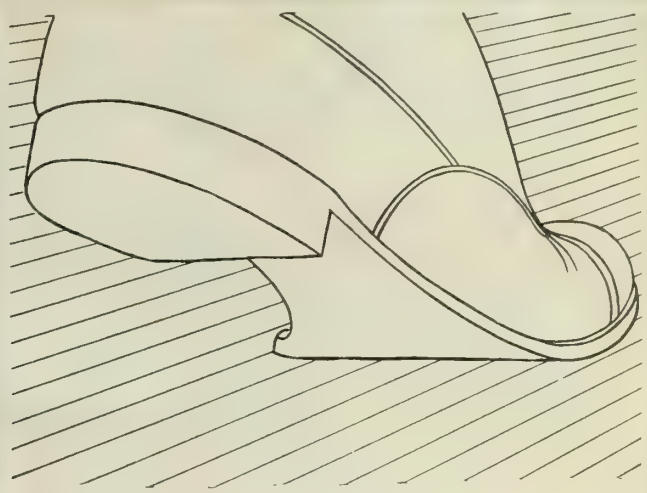
Prices on this line of Well Pumps are 20% lower than two years ago. An increase of nearly 50% in our output for last year with more modern methods in the manufacture makes such a proposition possible. Hardware Merchants all over the Province are now selling Aylmer Ever Ready Pumps. No fitting to do. They come ready for service. Probably NO OTHER COMMODITY of the iron industry OFFERS SUCH POSSIBILITIES. TAKE ADVANTAGE OF THIS OPPORTUNITY. Write to-day for literature and prices. We also make Electric Power Pumps.

The Aylmer Domestic Water Supply Systems (Standard of Canada).
Aylmer Pit and Pitless Scales.
Farmers' Wagon Stock Scales.
Natural Gas Burners for Stoves and Furnaces, etc.

Write for Catalogue 15A.

The Aylmer Pump & Scale Co., Limited

AYLMER ONTARIO



Heel Marks

IF floors are treated with Liquid Granite they will show no heel marks.

Liquid Granite is the ideal finish for floors and all interior work exposed to severe wear. It is one of the most saleable specialties for the dealer to carry.

Other quick sellers are

LUXEBERRY WHITE ENAMEL
Whitest white; Stays white. Makes permanent snow white finish in either gloss or dull effects.

LUXEBERRY WOOD FINISH
For general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR
For exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes handsome finish and will not turn white under the severest conditions of wear.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ontario

(469)

If interested, tear out this page and keep with letters to be answered.

SIGN OF QUALITY

OTTAWA PAINT WORKS LIMITED

PAINTS

O.P.W.

VARNISHES

TORONTO OTTAWA VANCOUVER

HIGHEST QUALITY
MADE IN CANADA

NOW GET THE AGENCY

FOR FUTURE SUCCESS

CANADA BRAND PURE PAINTS
(Quality Guaranteed)

CANADA BRAND FLOOR PAINTS
(Surpassed by None)

ALL REGISTERED LINES

JAS-PER-ITE VARNISHES
The Present-Future Varnish

JAS-PER-LAC SPECIALTIES
The Present-Future Finish

Toronto Branch: 153 DUCHESS STREET

If interested, tear out this page and keep with letters to be answered.

STEEL GRIP

—Rubber Set

"The Bristles Can't Come Out

The combination of Steel Grip and Rubber Set in Boeckh's Brushes gives a marvellous grip, so that each individual bristle is held fast and firmly by thoroughly hardened best quality rubber, reinforced and protected by the famous

STEEL GRIP

Compressed Steel Ferrules, which give much longer life to Boeckh's Painters' Brushes.

Send for Our Attractive Display Cards and Make Window Features of Steel Grip and Rubber Set Brushes

Extensive advertising, plus the good name that Boeckh's Brushes have built for themselves by many years of highly successful service, make them sell on sight.

You'll like the Boeckh Profit.

The Boeckh Bros. Company, Limited
TORONTO, CANADA

Strong in Quality

The high quality and reasonable price of these pure linseed oil paints constitute a value that is really remarkable—a value that's much sought after by those who know.

Benjamin Moore & Company, Limited
WEST TORONTO, CANADA

Good in Profit

There is unusual profit in selling these paints. Our efficient organization enables us to sell to the dealer at a price that permits him to retail our product at a very popular figure and reap a bigger profit.

Benjamin Moore & Company, Limited
WEST TORONTO, CANADA

Remarkable in Value

Repeat orders and a rapidly growing list of new customers is proof-positive of the high-grade service delivered by these Pure Linseed Oil Paints. They are scientifically prepared by a process that ensures the HIGHEST QUALITY attainable in paint making.

Benjamin Moore & Company, Limited
WEST TORONTO, CANADA

Get the Agency

Secure the agency for Moore's House Colors without delay. They belong to that line of goods that a dealer takes a pride in handling. GET IN TOUCH WITH US RIGHT AWAY. Information to prospective agencies gladly given.

Benjamin Moore & Company, Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

Expansion

Since the first Daisy Vacuum Cleaner was shipped abroad the popularity of these machines has steadily increased. Our capacity for production has kept pace with the demand and to-day despite the war difficulties we can supply from stock.

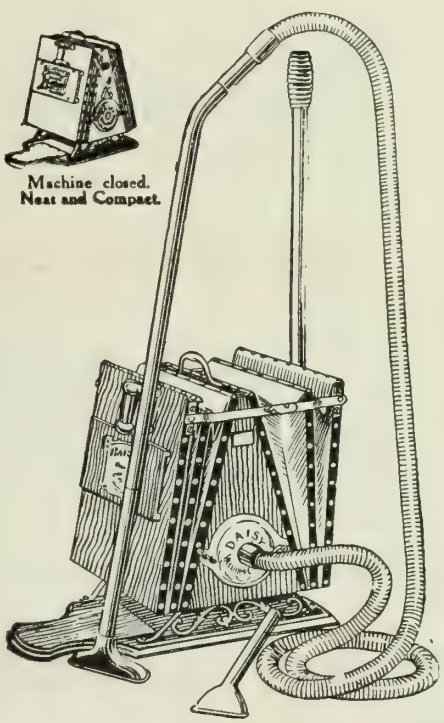
THE DAISY VACUUM CLEANER

If Vacuum Cleaners are in your line then there is only one which will fully justify your whole-hearted recommendation —the "Daisy." It is made in the largest factory devoted to the production of Vacuum Cleaners and nothing else. We are the Specialists of the Vacuum Cleaner World.

BRITISH
THROUGH and THROUGH

Easy to work. Efficient and guaranteed.

Get into touch with your shipper and ask him for particulars or write direct to us for Booklet No. 77.



Machine closed. Neat and Compact.

"BABY DAISY" $20.45

Handsomely made in Solid Oak with Nickel-plated Fittings, has quadruple Bellows, and is collapsible. Complete with 6-ft. Hose; Carpet Nozzle, Upholstery Nozzle, lengthening Tube and Lever.

Sole Makers and Patentees:

The Daisy Vacuum Cleaner Company, Limited

Head Office and Works:

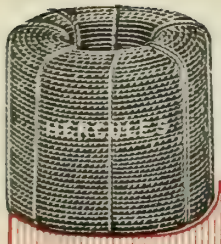
LEAMINGTON ROAD, GRAVELLY HILL, BIRMINGHAM, Eng.

Teleg.: "Ileklean, Birmingham."

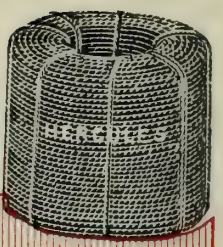
Telephone: 405 and 406 East. A. B. C. 5th Ed.

CONTRACTORS TO THE BRITISH GOVERNMENT

If interested, tear out this page and keep with letters to be answered.



Made in Canada



SASH CORD

Jobbers are always kept well stocked with "Star Spiral" and "HERCULES" sash cord—the two foremost lines of their kind on the market. Rush orders to any Canadian jobber are sure of receiving prompt attention. Scientific tests have established their superiority.

"STAR SPIRAL"

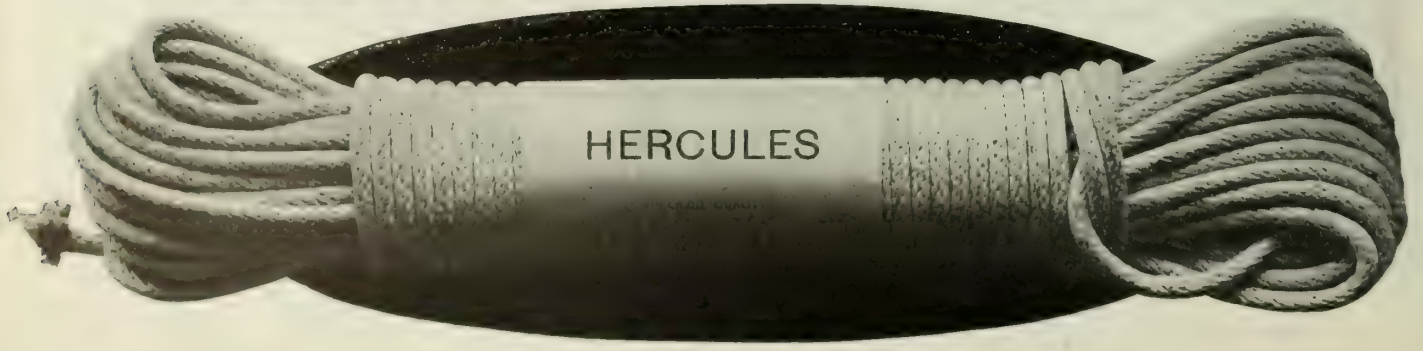
The best quality sash cord is the "Star Spiral" Brand. It is known by the blue spiral strand running through the cord. It has great tensile strength, and is made from a superior grade of cotton. No better sash cord is made anywhere. It is designed especially for extra heavy sash, and will outwear chain.

"HERCULES"

"HERCULES" is the standard Canadian sash cord for general use. It compares in quality with the best imported brands, but is sold at a considerably lower price. It is thoroughly known among architects and contractors everywhere, and is very popular.

Also Specify

"Star" Brand Rope and Clothes Lines



PINK'S
LUMBERING TOOLS

We manufacture all kinds of lumbering tools. Light and durable.

We have supplied a great number of Lumber Tools for the Overseas Forestry Battalions.

Pink's tools give a service that wins the recommendation of users everywhere. If anyone in England, Scotland or elsewhere requiring tools of this kind, will inquire of the Canadian people who are using our goods there they will be convinced.

MADE IN CANADA

The Standard Tools in every Province of the Dominion, New Zealand, Australia, etc.

We Also Manufacture Car Movers

Long Distance 'Phone No. 87.

Sold throughout the Dominion by all wholesale and retail hardware merchants.

We Solicit Export Business

SEND FOR CATALOG AND PRICE LIST

The Thomas Pink Company, Limited
Pembroke, Ontario, Canada

If interested, tear out this page and keep with letters to be answered.

EVEREADY
? ? ? ? ?

We may not be able to guess the right name BUT our prompt service is a certainty.

SPIELMANN AGENCIES REG'D

The Distributors with the Complete Stock

READ BLDG. - MONTREAL

Make Use of Page 285 for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

.....

.....

.....

Signed .....

Town .....Province .....

Successful Merchants

BALE THEIR WASTE PAPER

BECAUSE it eliminates fire risk—
Keeps premises clean and tidy—
Turns WASTE into PROFIT.

A

SIMPLEX
PAPER BALER

Strong Simple Efficient

will prove to you in the first month the best investment you have ever made in the way of a fixture.

The Boy Operates it

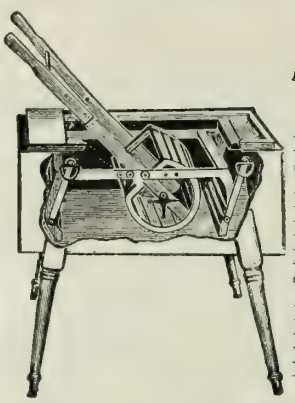
Combines the essential features—
Efficiency with ease of operation.
None as good for less—None better for twice its price.

WRITE AND WE'LL TELL YOU MORE ABOUT IT

General Sales Company

123 Bay Street - Toronto

Knoll Washing Machine



(Double-Acting—Pressure and Suction Principle)

MORE THAN 100,000 OF THESE MACHINES HAVE BEEN SOLD TO DATE AND SALES ARE RAPIDLY INCREASING. THE EFFICIENT AND ECONOMICAL SERVICE MEETS WITH BIG DEMAND EVERYWHERE.

Winner of Gold Medals and Diplomas at World, National and Local Fairs

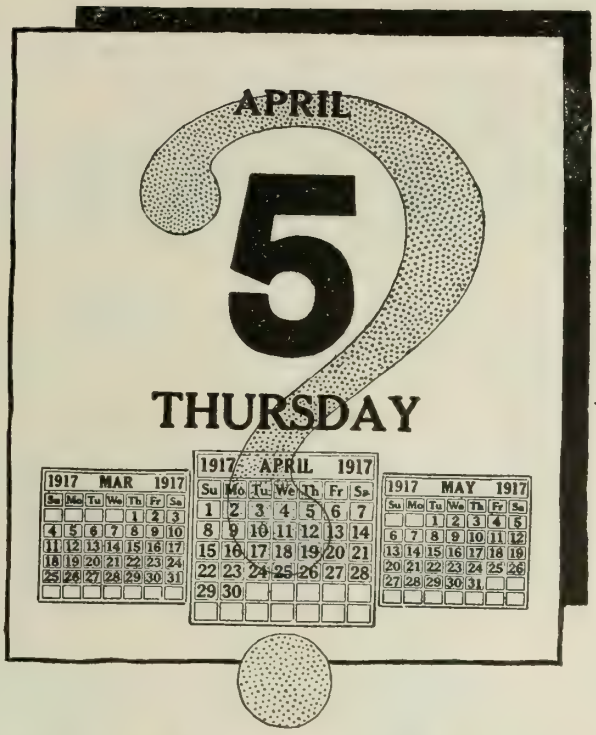
Those who have it would not be without it under any consideration, and heartily recommend it to their friends.
There is no wear and tear on the finest of fabrics. The operation is quick and easy.

Write for full particulars—no obligation incurred.

The Schultz Bros. Co.
Limited

Brantford Ontario

If interested, tear out this page and keep with letters to be answered.



What Do YOU Know About APRIL 5th

—EVEREADY Big Drive Climax Day

Millions are looking forward to April 5th, in high anticipation. For on this day **EVEREADY** will announce ***through their dealers exclusively*** the winner of the $3,000 contest for a better name than "Flashlight."

Thousands will flock to **EVEREADY** Dealers' stores to get the returns. They must go ***inside*** — the news won't even be in the window.

April 5th, is the opening day of **EVEREADY** ***"Announcement week."*** From then until April 12th, will be a week of white hot sales promotion, a week when countless thousands will enter **EVEREADY** Dealers' stores ***to inquire —to look—to purchase.*** It will be another "Week of a Million Sales."

Here is a fitting climax to the campaign that has already made millions of dollars in extra profits for **EVEREADY** Dealers. It gives you the same sales opportunity that the "Contest Blanks" gave you last fall.

It's worth a good window display to be known as an **EVEREADY** Dealer from April 5th, to April 12th. Get ready! The ***Award Poster*** will reach you the day before April 5th.

We have opened wide the opportunity. Once more, ***It's up to you!***

EVEREADY

The Product that has outgrown its name FLASHLIGHT

If interested, tear out this page age and keep with letters to be answered.

Reece's Screw Plates

Great Instruments for Work Well Done

They are adjustable, with all the advantages of a solid die, with none of the disadvantages. It is impossible for the dies to loosen and cut cross threads, because the guide is cast solid with and is part of the collet.

You can cut PERFECT THREADS CLOSE TO THE SHOULDER with a single cut. No "backing and filling" is necessary.

They are the only screw plates where the dies are held in a collet that allows the reversing of the dies in the collet for use in a lathe or other machine.

Sets are neatly put up in wooden boxes and are of a large variety.

Get and display a sample set—it will bring you good business.

Write us about the complete line for your district.

Butterfield & Co., Inc.

Rock Island, Quebec

If interested, tear out this page and keep with letters to be answered.

Butterfield-

Taps, Dies and Reamers

The more a man knows about tools of this kind the better he likes "Butterfield's."

Butterfield tools have absolute control of unusual tough propositions in threading or reaming—and are remarkably fast and accurate workers.

They bring a steady flow of repeat orders and a most desirable profit.

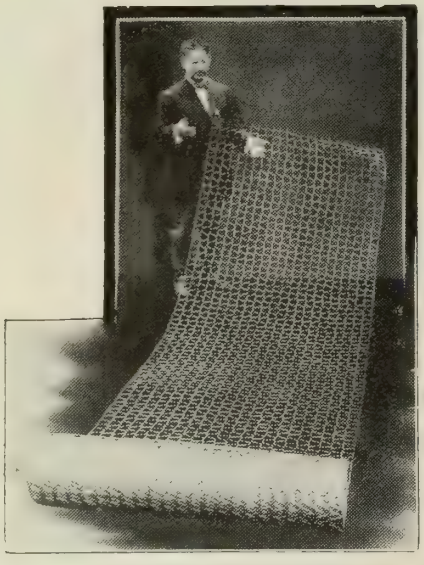
Write for a copy of our catalogue.

Butterfield & Co., Inc.
Rock Island, Quebec

If interested, tear out this page and keep with letters to be answered.

Give Your Customer "Value for His Money"

One line in which you can do this, and at the same time make larger profits for yourself, is



"U.S. Poultry Netting"

Speaking from experience: Isn't it generally a two-man job to cut off a few yards off the ordinary "hexagon" poultry netting? Either two clerks, or one clerk and the customer undertake the job; or if only one clerk, he gets a couple of irons of white lead, or some such heavy articles, to hold down one end. And when the netting *is* cut, he has to keep both feet on it to prevent the material running all over the store. When the customer gets this old-fashioned make of netting home he has *his* troubles getting it placed where he wants it.

You do not have this bother with "U.S. Netting." It is easily handled and therefore more quickly sold; and you also make a larger profit by selling this superior netting, while your customer is also better pleased.

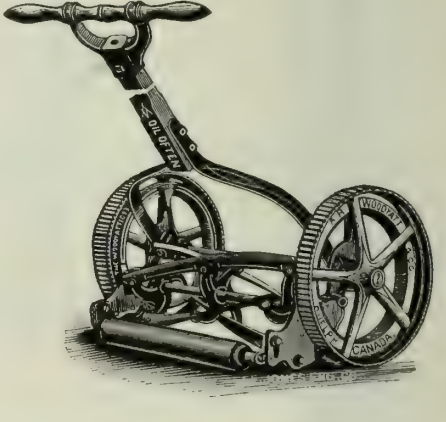
One dealer has declared: "I keep both kinds of netting in stock, but I get 20% more for 'U.S.' on its merits—and sell it nearly every time when I show the difference."

If you have not been handling this money-maker, mail us an order now.

Agents for Ontario, Quebec and Maritime Provinces:

RICE LEWIS & SON, LIMITED, TORONTO. CAVERHILL, LEARMONT & CO., LTD., MONTREAL

Lawn Mowers, Rollers, Hose, Etc.



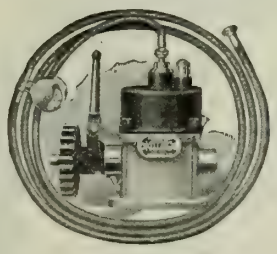
We are in a position to fill all requirements, and make prompt deliveries of the most serviceable and widely known lines of Lawn Mowers, Lawn Rollers, Rakes, Shears and other Implements, and Garden Hose and Sprinklers.

Your inquiries will receive our immediate attention.

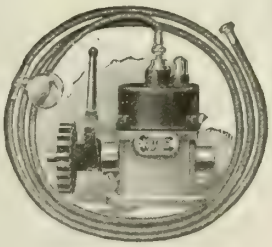
RICE LEWIS & SON, LIMITED

Established 1834 **TORONTO, ONT.** **19 Victoria Street**

If interested, tear out this page and keep with letters to be answered.



KELLOGG Engine Driven Tire Pump



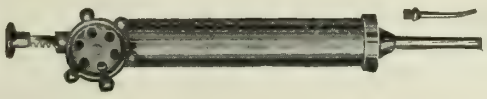
EQUIPMENTS

for all makes and models of cars. "No oil spray in air guaranteed."

KELLOGG HAND PUMPS

Very powerful and easy working.

Kellogg Combination Grease and Oil Guns



For heavy grease or light oil.

Kellogg Electric Motor Driven Garage Pumps.

The solution of the problem of air supply for the garage.

These products are recommended and supplied by the following Canadian Jobbers, under a new arrangement, which results in a considerable saving in time and expense to our Canadian friends who will call upon them for their requirements in our products.

HYSLOP BROTHERS,
Toronto and Montreal

JOHN MILLEN & SON, Limited
Montreal

CANADIAN FAIRBANKS-MORSE CO.
Montreal

CUTTEN & FOSTER
Toronto

PETRIE OF MONTREAL, Limited
Montreal

MARSHALL WELLS CO.
Winnipeg

WOOD, VALLANCE & CO., Winnipeg, Hamilton, Calgary

Write to them direct for catalog and prices, or to us for further particulars.

Kellogg Manufacturing Company

ROCHESTER, N.Y.

Branches and Distributors in principal cities

If interested, tear out this page and keep with letters to be answered.

Whites Secure Maytag Agency

The Maytag Company, Ltd., manufacturers of Maytag Washing Machines, take pleasure in announcing to the retail hardware and implement dealers of Eastern Canada that the well-known and reliable wholesale hardware Company,

Whites Limited
Collingwood, Ont.

will carry a complete stock of the washing machines manufactured by us, as follows:

Maytag Hand Washer
Maytag Power Washer
Maytag Electric Washer
Maytag Multi-Motor Washer

White's will not only handle the washers, but in case of an accident, will be able to supply repairs promptly from stock.

For prices, terms and any other particulars, please write to

Whites Limited
Collingwood, Ont.

The Maytag Co. Ltd., Winnipeg, Man.

BRANTFORD $ ROOFING

The Bull's-eye of Good Profits for Dealers

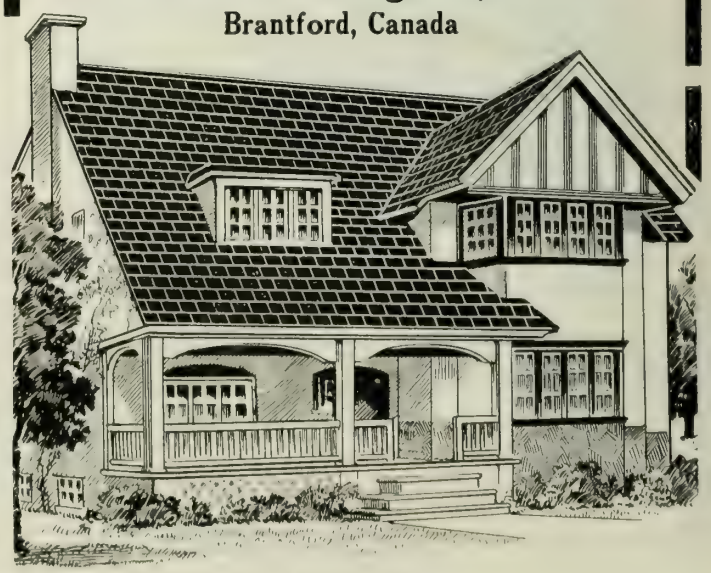
Not another manufacturer of roofing in this country will give you as liberal a proposition as ours. No one can possibly treat you any fairer or squarer or furnish you with better roofing for your trade.

Brantford Roofing is made in several different grades and styles—"Asphalt," "Rubber" and "Crystal" comes in rolls and is used extensively for roofing factories, barns and other large buildings, and Brantford Asphalt Slates are the most popular covering for residences, schools, churches, etc.

Brantford Roofing yields a handsome profit. It draws trade, holds trade and gives lasting satisfaction to every customer.

We've a special proposition for you, Mr. Dealer, that will add considerably to your bank account. Write for full particulars to-day.

Brantford Roofing Co., Limited
Brantford, Canada



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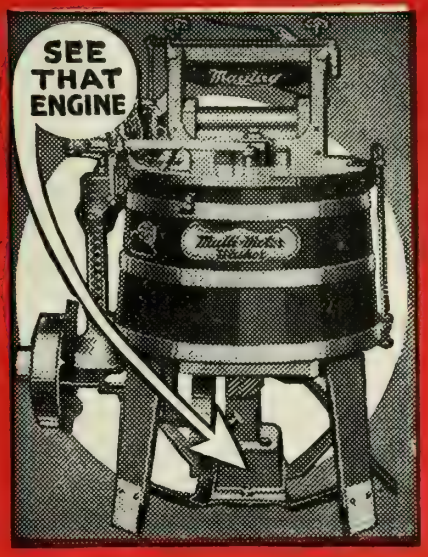
The Maytag Multi-Motor Washer



LIGHT, POWERFUL COMPACT, LITTLE MOTOR

SOME progressive dealer in your territory is going to make big money selling the Maytag Multi-Motor Washer—and it might as well be you. Our policy is to give an exclusive contract to one dealer in each town.

Operates with gasoline, kerosene, gas or alcohol—*the ideal Power Washer for the Home without electricity.*

When one housewife buys one her neighbor is sure to follow the example. The service is superb—it delights every user. And the price fits the moderate purse.

The sales of this washer are good, but your profits don't stop there—*you'll sell more kerosene and gasoline, etc.*

There's a Maytag Washer of every type—hand, power-driven, electric and multi-motor—all built to the enviable Maytag standard and guaranteed against mechanical defects.

All of our washers are equipped with the swinging wringer.

GUARANTEED FOR 3 YEARS

The Maytag Co., Limited

Winnipeg

If interested, tear out this page and keep with letters to be answered.

EXCELSIOR PLATE GLASS CO. LIMITED

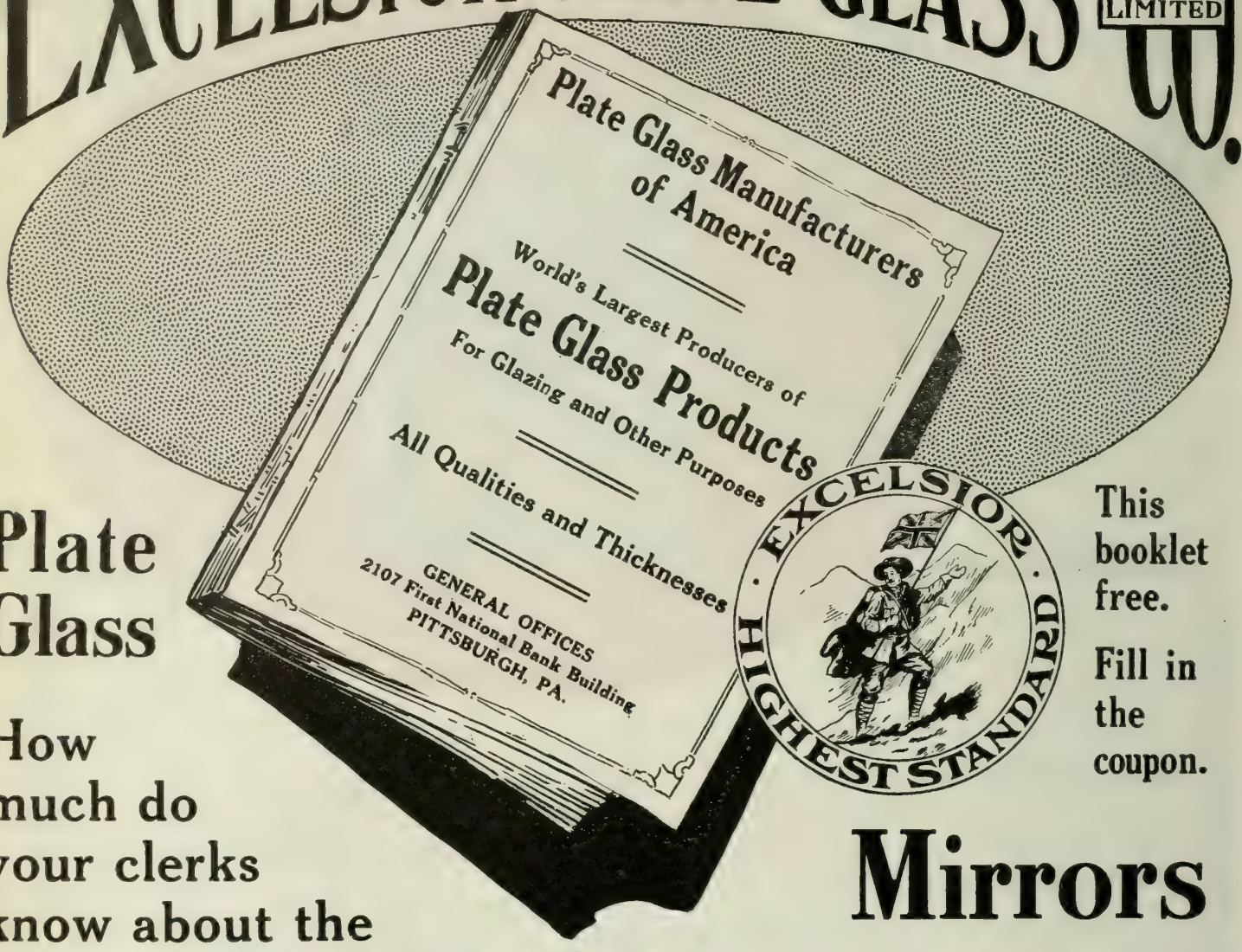


Plate Glass

Mirrors

This booklet free.

Fill in the coupon.

How much do your clerks know about the making of Plate Glass?

It's the man who **Knows**, who can sell.

At the hardware convention held in Hamilton the other week the point was brought out that no two persons should use the same diamond for glass cutting—which is absolutely correct. It was also stated that the "Wheel Cutter" gave excellent satisfaction. This, too, is true; in fact, we use the steel wheel entirely in our factory for cutting plate and find its service cannot be improved on.

This is a point worth knowing, for it enables every hardware dealer to supply each of his clerks with his own glass cutter at little expense.

There's more, too. You should see that each clerk is supplied with—and that is how plate glass is made. Here it is—

Send for a copy of the above illustrated booklet on Plate Glass, published by the Plate Glass Manufacturers of America. It is absolutely **free of all charge**, and it places you under no obligation whatever.

The information this booklet contains will prove a great benefit to you, as it enables your salesmen to talk with authority on plate glass and its manufacture.

It enables them to overcome the feeling that plate glass is too high in price when compared with ordinary window glass. It will help you get the plate glass sales of your town.

We have secured a supply of these booklets and will be pleased to pass them along on request.

Fill in the coupon below and mail to-day.

Note—We specialize on resilvering of mirrors of all kinds and carry a full line of glass (plain and ornamental), and manufacture mirrors and art glass.

EXCELSIOR PLATE GLASS CO., Limited
180 Queen Street East, Toronto

Send copy of above booklet, free of charge to

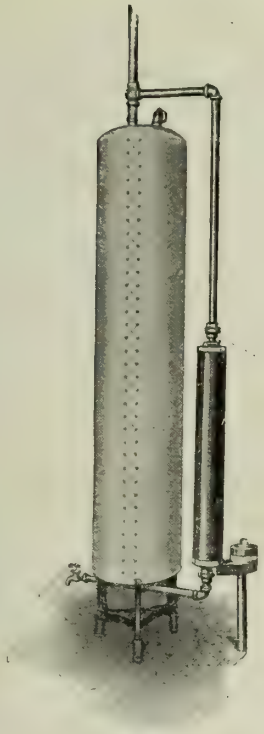
.....

.....

EXCELSIOR PLATE GLASS CO., LIMITED, TORONTO

If interested, tear out this page and keep with letters to be answered.

National ELECTRIC



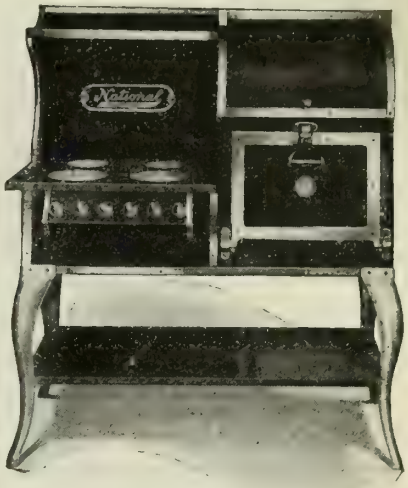
660 Watts, 3 K.W., 110 or 220 Volts.

"Quality"

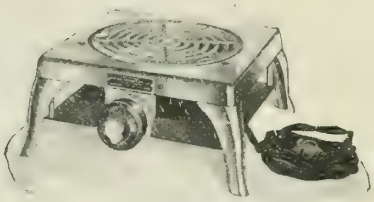
is remembered long after

"Price"

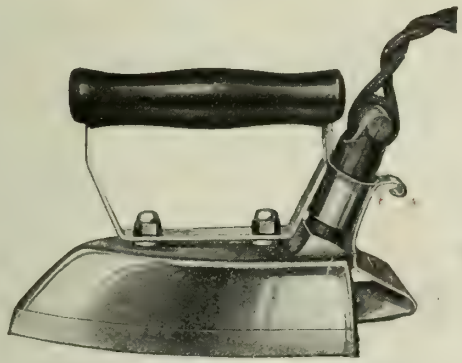
is forgotten.



All sizes and types to serve smallest family or largest institution.



Single and Double Disc.



Travellers, Household, Laundry, Tailor, Tailor's Machine, 4 lbs.—22 lbs.

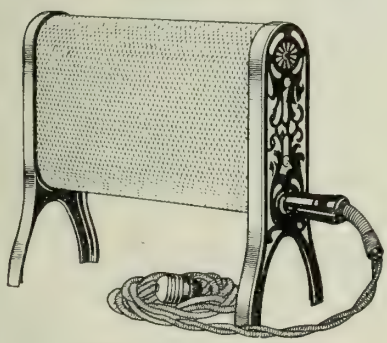
We manufacture a complete line of electrically heated Appliances.

Ask us for booklets giving detailed information on any of our Appliances.

Now is the time to order if you want prompt deliveries.

24 x 30—3-Light.
30 x 30—4-Light.

Two styles and any standard finish.



600 Watts, 15 K.W. All styles.

The National Electric Heating Co., Ltd.

Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

"The Babbitt Metal Without a Fault"

"Goes the Round of the Sun"

HARRIS
HEAVY PRESSURE
Babbitt Metal

Gives such excellent service that agents can heartily recommend it. Users are finding that it best serves their purpose for all General Machinery Bearings.

The satisfaction that Harris Heavy Pressure gives is increasing its use so that the sales are forging ahead everywhere.

HARRIS HEAVY PRESSURE IS ONE OF OUR SPECIALTIES—TRY IT.

Recommend it to your customers and
you will reap a harvest of good will.

EVERYTHING IN METALS

The Canada Metal Company, Limited
TORONTO, CANADA

HAMILTON MONTREAL WINNIPEG VANCOUVER

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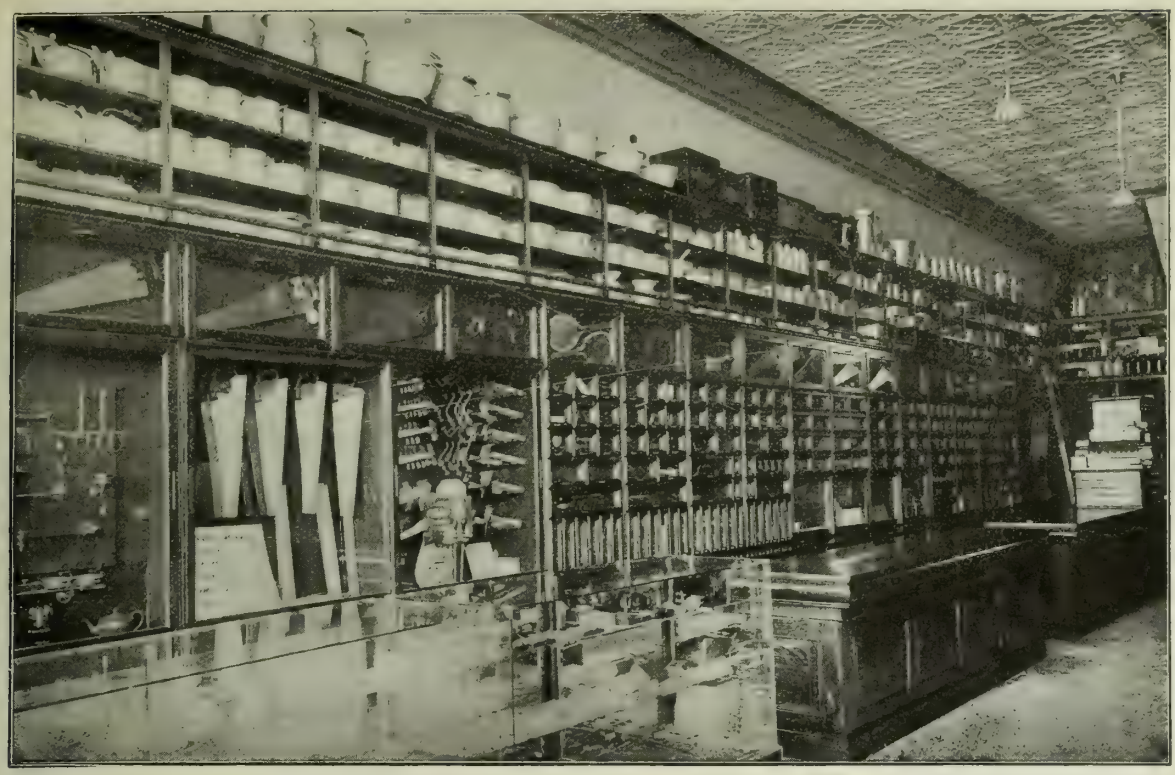


Interior of Alexander & Sons' Store, Campbellton, N.B.

Walker Hardware

Display Cabinets

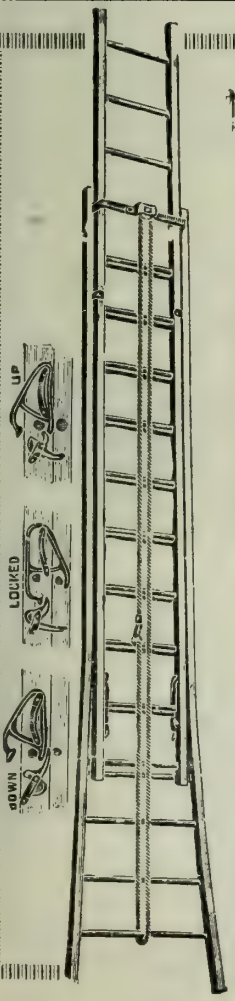
Save Time, Draw Trade and Promote Sales

Customers see what you have to sell instantly and quickly arrive at a conclusion about the choice of an article — saving your time and the customer's time, a big factor with you when you're busy. You can wait on a number of customers at once and give perfect satisfaction. In fact, customers often prefer to be left to themselves to make a choice when they see the stock so attractively displayed. They draw trade and promote sales.

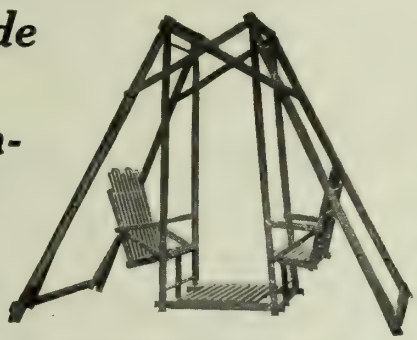
These Cabinets enable you to store more goods in a given space and makes everything handy and orderly in your space, thus making everything handy and orderly in your utility of the Cabinets and manner of displaying hardware.

Write us for circulars and prices. Send us sketch of your store, giving dimensions, and we will furnish you with estimates on any line, free of charge.

The Walker Bin & Store Fixture Company, Ltd.



Made in Canada



ONTARIO LAWN SWING

No. 17—
LAWN CHAIR

HERCULES

A Splendid Home Line

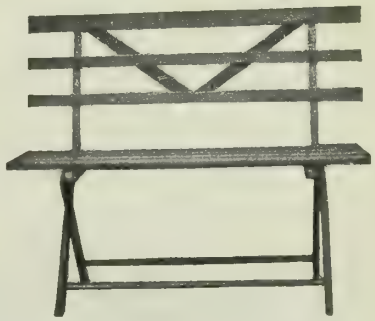
Utilities that every home needs

The Stratford Line of **LADDERS, LAWN, CAMP, PARK AND VERANDAH FURNITURE, FOLDING CHAIRS AND TABLES, CAMP STOOLS AND COTS, IRONING AND BAKE BOARDS, CLOTHES DRIERS, LAWN SWINGS, ETC.,** have a quality and durability that assures easy sales and continued customer satisfaction.

We stand back of Each and Every **"Stratford" product.**

We make these products substantial and give unbeaten value, and you get a worth-while profit yourself.

WRITE FOR OUR CATALOGUE SHOWING A COMPLETE LINE OF **STRATFORD.** Easy Sellers—Send for a copy now.



No. O—GARDEN SEAT

The Stratford Mfg. Co., Ltd., Stratford, Ontario

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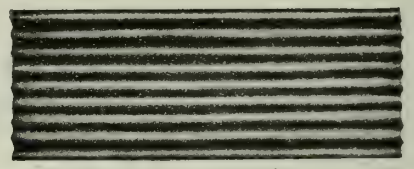
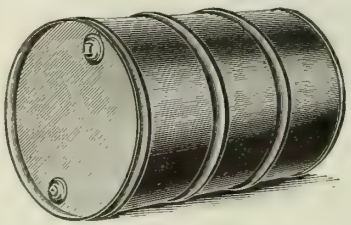
MAX = MAXIMUM QUALITY. Products

Made in Western Canada to suit Western Canadian Conditions

STOCK WATER TROUGHS. Substantially built of best materials in a variety of sizes.



CORRUGATED IRON. Galvanized or painted, in all gauges. Properly formed. Full gauge. Best value.



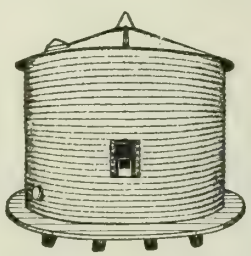
GASOLINE AND OIL BARRELS. Shipping —Storage—Half. Satisfy the needs of Western oil users.

WINNIPEG SHINGLES. Galvanized or painted. The only, proved in service, Western made, metal shingle.

EAVES TROUGH, CONDUCTOR PIPE, ELBOWS, Etc., Etc.

METAL CEILINGS in a large variety of handsome designs.

METAL SIDINGS in all designs.



PORTABLE CORRUGATED GRANARIES have been serving and saving for Western Canadian farmers for over 12 years.

Galvanized Iron, Black Iron, Tin Plate, Canada Plate, Zinc, Solder, Copper, etc., etc.

Send your orders to us for quick service and right prices.

Winnipeg Ceiling & Roofing Co., Limited

P. O. BOX 3006 - - WINNIPEG, MAN.

Edmonton Metal Works, Limited
EDMONTON, ALTA.

Sheet Metal Manufacturing Co., Ltd.
CALGARY, ALTA.

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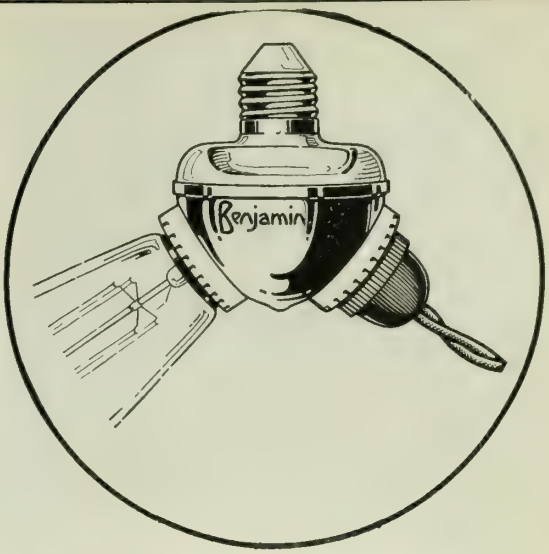
Benjamin



A Well Advertised Leader for Your Electrical Department

In practically all the newspapers of Canada—at least in those reaching four-fifths of the Canadian homes—you will now find convincing, attractive advertisements of the Benjamin Two-Way Plug and many other electrical devices and accessories bearing the name of Benjamin.

This is good, you will agree, so far as it goes—but—.We are anxious to have those who read these advertisements know that BENJAMIN products are on sale in your store.

So we are preparing folders, window trims, hangers, electros for your local advertising, silent salesmen, etc., which we will send you free of cost, if you think it good policy to use them. Do you?

Benjamin is a famous name in the electrical world. We are going to make it a household name as well.

In recent years the expansion of the market for electrical goods has been very large. In future it will be still greater, because electricity for lighting, heating, cooking and power is increasing every day.

Let us get together and secure a good, generous share of this trade.

Are you interested? Then write us and say so.

The Benjamin Electric Mfg. Co. of Canada
LIMITED
11-17 CHARLOTTE STREET - TORONTO

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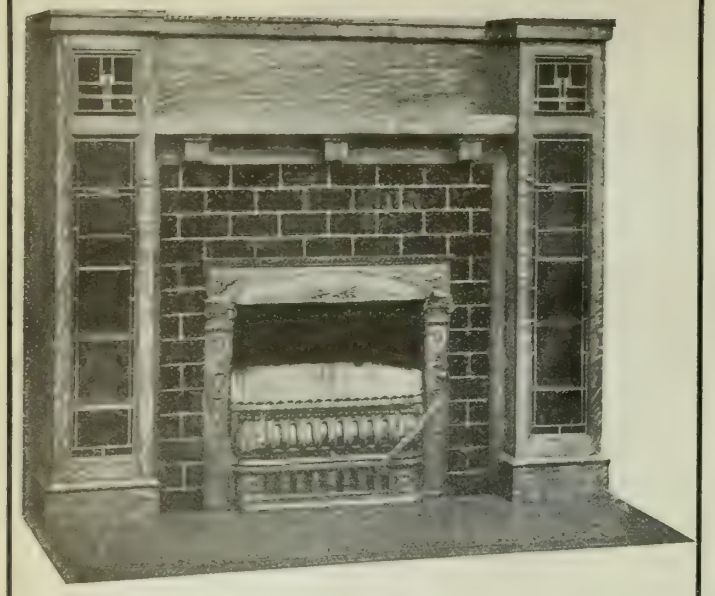


The Moore Mantel Co.

LIMITED

Designers and Manufacturers of

Wood Mantels and Special Cabinetwork

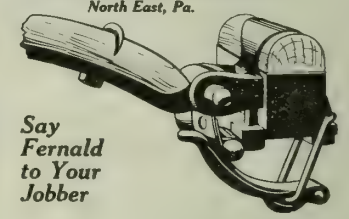
NEUSTADT, ONTARIO

Fernald

—the pass-word that lets you in on a lot of quick-sale business that will keep on rolling your way, once it's started.

Fernald Quick-Shifts are restless on a shelf. They hustle off—over your counter—to show buggy owners how shafts and pole can be interchanged instantly without tools, and how shaft rattle is cured. Get these quick-moving Quick-Shifts on ***your*** shelves!

Fernald Manufacturing Co.,
North East, Pa.



Say Fernald to Your Jobber

Quick-Shift

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

A Real Live Man
wanted to sell
A Real Good Article

in Canada. Who is it going to be? Write to us about

"STICK" BELT DRESSING

which has proved its worth in the old country. It should do equally good work in Canada.

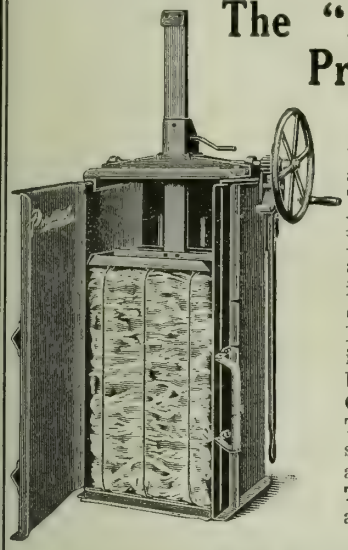
Ask us to quote and send free samples, also pamphlet of useful information for Belt users entitled "Belt Notes." Immediate shipment; Wholesale from the makers—

James Macneill & Sloan,
LIMITED
St. Enoch Works, Glasgow, Scotland

Don't Burn Dollars

Turn Your Waste Paper Into Paper Money

The waste paper that you spend so much time in destroying has a considerable cash value, which is increasing almost daily.



The "Presteel" Fire-Proof Baler

Is all-steel and fire-proof, unbreakable and unburnable, also very compact.
The Presteel has fewer parts than any other baler. It cannot get out of order, and will last a lifetime. It is easy, simple and quick to operate.
Its special features make it superior to any other baler on the market.
Greatly reduces fire danger.
There's a place for a Presteel in every store, office and factory.
They're profitable to use and profitable to sell.

Write for full details.

Spielmann Agencies (Reg'd)
45 St. Alexander St., Montreal, P.Q.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK NEW YORK

"LACHUTE"

Highest Standard of Quality

TOOL HANDLES

Axe, Pick, Sledge, Hammer, Adze, Hatchet, Spike Maul, etc.

Made of Selected Second Growth Hickory material, specially prepared for our exclusive requirements by our own Saw Mill in Southern U.S.

Besides the quality of our Hickory Handles being unsurpassed, their superior glossy finish, obtained by a special process, makes them very attractive and great "sellers."

We also solicit your orders for

"LACHUTE" Lumbering Tools

(Complete with Handles)

Peavies, Cant Hooks, Pike Poles Pickaroons, Hookaroons, etc.

THE LACHUTE SHUTTLE CO., LIMITED
LACHUTE MILLS, P.Q.

The

Canadian Edge Tool Company

GALT, ONT.

Makers of

CARPENTERS' TOOLS

SLEEKS
FRAMING CHISELS
FIRMER & CORNER CHISELS
BENCH AXES
DRAW KNIVES
COLD CHISELS

ALL GOODS GUARANTEED.

Prices and Discounts on Application.

The Canadian Edge Tool Co.

Galt, Ontario, Canada

If interested, tear out this page and keep with letters to be answered.

IF IT'S GLASS

Or Anything in Builders' Supplies Write Us First

WE BUY RIGHT, AND CAN, THEREFORE, SELL RIGHT

LET US QUOTE ON ANY OF THE FOLLOWING:

Polished Plate Glass	Prismatic Glass	Shingles and Siding (Metal)
Beveled Glass	Mirrors	Ruberoid Roofings
Window Glass	Metal Store Fronts (Kawneer)	Mantels and Tile
Windshield Glass	Cements	Ceramic Tile
Fancy Glass	Lime	Wall Tile
Polished Wired Glass	Plasters	Herringbone Metal Lath
Wired Glass	Building Paper	Master Builders' Compound
Art Glass	Corrugated Iron	Pudlo

Table and Counter Tops for Restaurants and Ice Cream Parlors

SASKATCHEWAN GLASS & SUPPLY COMPANY, LIMITED

MOOSE JAW

Not Handsome But Mighty Effective

TRADE MARK KEYSTONE BRAND REGISTERED

is the verdict of manufacturers and other users of heavy brooms, regarding our stapled metal cased Brooms. There is nothing to equal them for heavy sweepers.

Write for Prices, etc.

Stevens-Hepner Co, Limited

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.

Reinforcing Bars for Concrete

Medium Steel, Square Cold Twisted, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from ¼ to 1¼ inches, lengths up to 60 feet.

BOILER TUBES

We have a large shipment of 3 and 3½-in. tubes just arrived, and can quote you attractive prices on your requirements. We carry from 2-inch to 4-inch tubes in stock for immediate shipment.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

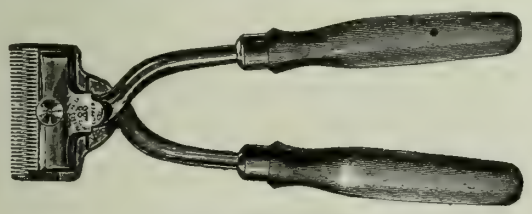
SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

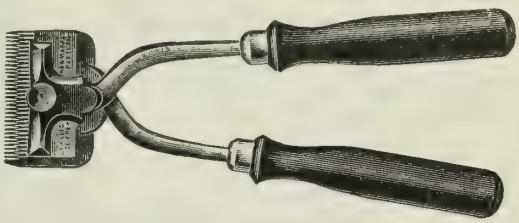
PRIEST'S HORSE and TOILET CLIPPERS
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

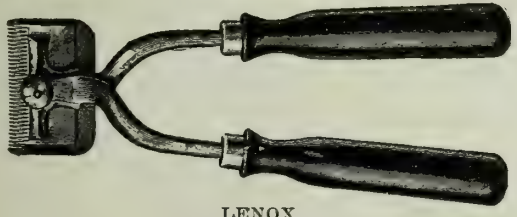
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

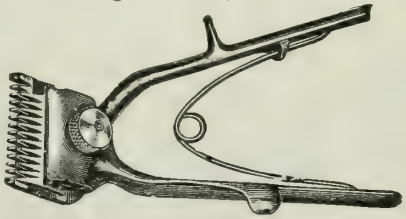


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

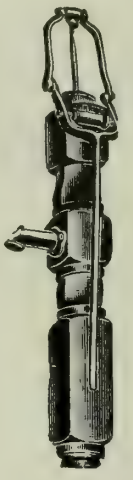
Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

ATTENTION!

HARDWARE MERCHANTS



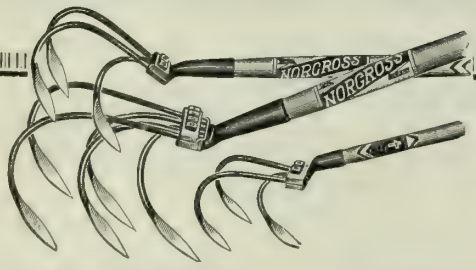
WE are the largest Manufacturers of wood and iron pumps in Western Canada. We carry complete stocks at both Brandon and Calgary for immediate shipment. If you live in Alberta, write Calgary; if you live in Manitoba or Saskatchewan, write Brandon.

Write us for our new dealers' Catalog and price list before you order, or send us a trial order and you will be convinced that you can buy cheaper from us than elsewhere.

Also manufacturers of gasolene and kerosene engines, windmills, feed grinders, roller crushers, pump jacks, etc.

Manitoba Engines, Limited

Brandon, Man. and Calgary, Alta.

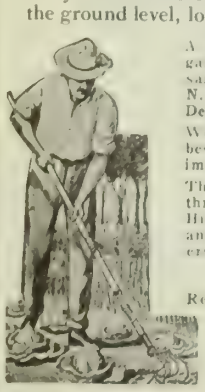


NORCROSS GARDEN CULTIVATOR-HOES

Have Revolutionized Gardening

They fill practically every need in cultivating and weeding, will work closer to plants without injuring the roots than any other tool, are suited to both men and women, and cost but a trifle more than the old style hoe.

The sharp tapering shovels enter the soil easily, tearing up every bit of earth from 1 to 5 inches deep as required, leaving the ground level, loose and untrampled.



A "Norcross" tool will prove profitable in any garden, large or small, at home or abroad. Thousands are being exported to Canada, Australia, N.Z., S. America, S. Africa, Great Britain and Denmark.

We solicit export trade and give same our very best attention. Agency connection desired with important Importers, "who carry stocks."

The "Norcross" is a Quality Line through and through. Detachable Steel Prongs, Malleable Head, Highest Grade Handles; made in 3 sizes, 5-prong and 3-prong with 4-foot handles, Midget (for flowers) with 9-inch handle.

English or Spanish literature on request.

References: Any Bank in America. Manufactured by

C.S. Norcross & Sons

Bushnell, Ill., U.S.A.

Ever Since

the modern flush closet was put on the market, people have realized the need for a convenient method of cleaning this fixture.

Sani-Flush

keeps the bowl white as new and free from offensive odors. It cleans by chemical action. The lime formation is dissolved and stains disappear.

All the disagreeable features formerly associated with the cleaning of toilet bowls are banished by ***Sani-Flush.*** That is why your customers will use it regularly after the first trial.

HAROLD F. RITCHIE & COMPANY, LIMITED

10-12-14 McCaul Street - TORONTO, ONT.

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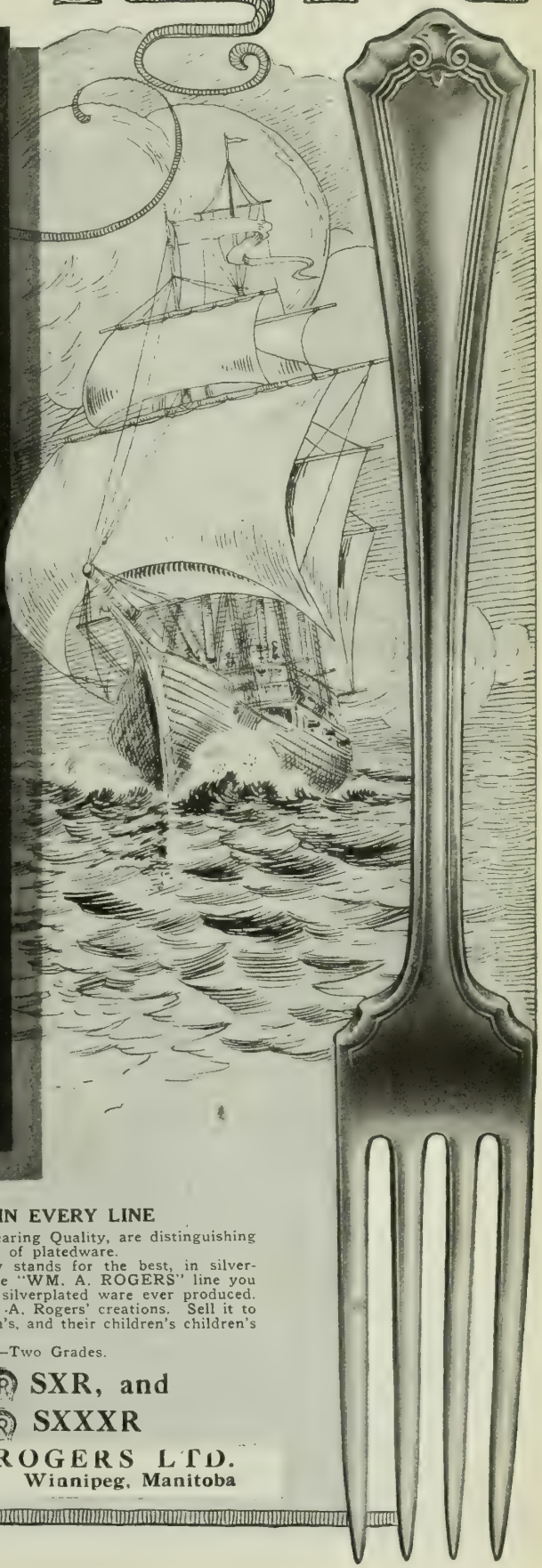
Raleigh



GRACE AND BEAUTY IN EVERY LINE

plus Unusual Strength, and Wonderful Wearing Quality, are distinguishing characteristics of this truly superior grade of platedware.

"ROGERS" is a name which assuredly stands for the best, in silverplate, but—if you INSIST upon having the "WM. A. ROGERS" line you will be doubly sure of stocking the finest silverplated ware ever produced.

"RALEIGH" is the finest grade of Wm. A. Rogers' creations. Sell it to your customers for their own, their children's, and their children's children's usage.

Bright or French Grey—Two Grades.

Wm. A. Rogers, (R) SXR, and

Wm. A. Rogers, (R) SXXXR

CANADIAN WM. A. ROGERS LTD.

Toronto, Ontario **Winnipeg, Manitoba**

"There's a *Good* Profit"

Convenience, Quickness and Economy That Fills a Long-Felt Want

For Farmers, Threshermen, Autoists, Machinists

by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.

Ask any Up-to-date Jobber, or

R. E. BLOOMER, Keithsburg, Ill., U.S.A.

Sell Your Waste Paper For Cash

Every scrap of waste paper, cardboard, etc., that comes into your store is worth money. The lowest grade is worth far more than coal. Thousands of progressive merchants are making their waste paper pay big dividends by using an

BALING PRESS

This handy little machine sets in any out-of-the-way place and will earn money for you every day, keep your store tidy and sanitary, also REDUCE YOUR FIRE RISK.

Made of Steel—Last for Ages — 12 Sizes — A size to fit every business

Tear off and mail today.

Climax Baler Co., Hamilton, O.

Send me your free circulars about profits in waste and particulars of Climax Steel Balers.

Name.....

Address.....

"I don't know why I ever stopped subscribing to HARDWARE AND METAL," says an ex-hardwareman who has been in the real estate business for the past six years.

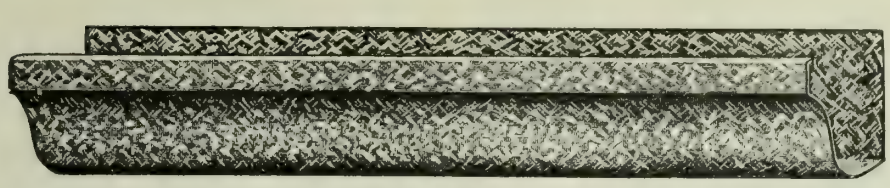
"I am thinking of getting back into hardware again, so you may enter my subscription.

"I have always had a warm spot in my heart for HARDWARE AND METAL, because I made a lot of money through it.

"The best deal I ever made was the result of a prediction in HARDWARE AND METAL, that the price of pig-iron would advance shortly.

"I immediately placed a big order for stoves with one of HARDWARE AND METAL'S advertisers, just in time to take advantage of a heavy increase in the price of stoves.

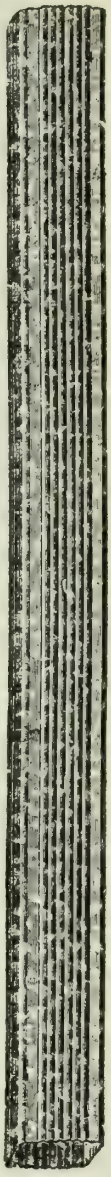
"I could tell you of many other profitable deals that HARDWARE AND METAL helped me to make, but this was the best one."



Our eavestrough is still the

best looking and best fitting in Canada, saving time and solder in putting up.

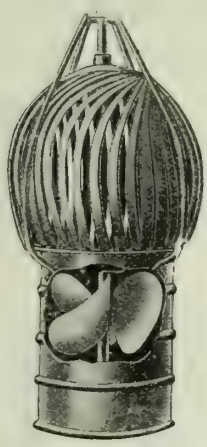
The seam of our Conductor Pipe is absolutely tight and straight, nothing but the best quality of galvanized iron is used in making it.



Corrugated Roofing and Siding

Get after the orders for covering garages and barns

RIDGEROLL
SKYLIGHTS
CONDUCTOR HEADS
GALVANIZED SHEETS
COPPER SHEETS



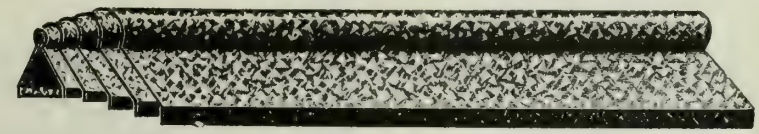
VALLEYS
ELBOWS
VENTILATORS
CONDUCTOR HOOKS
TIN PLATES

We ship while others are thinking of it

Wheeler & Bain

TORONTO

Write for our new Catalogue, ready early in April



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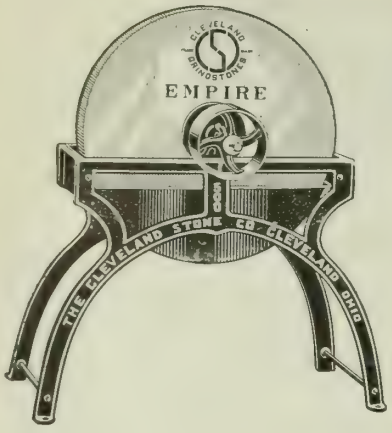


Prepare For Spring Farming

"CLEVELAND GRINDSTONES"

Take The Lead For Farm Use.

The winter season will soon be over and spring demand for sharp tools begin. Have CLEVELAND GRINDSTONES on hand. These are the grindstones that Agricultural Implement Manufacturers choose. We own and operate the only GENUINE Berea and Huron stone quarries. The superior quality of this stone, the perfect operation of the well-built frames, the guarantee on each stone are all points that denote "CLEVELAND GRINDSTONE" supremacy.

It is a recognized fact that GENUINE Berea and Huron stones for farm and general use best meet the demand of the grindstone trade in every hardware store.

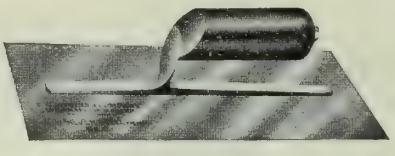
There is good profit on these sales. Let us book your order and prove it.

CLEVELAND GRINDSTONES TRADE MARK

The Cleveland Stone Company

Leader-News Bldg. **Cleveland, Ohio**

Material, Workmanship and Complete Satisfaction guaranteed.

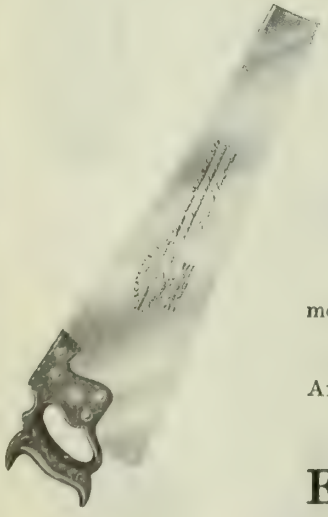


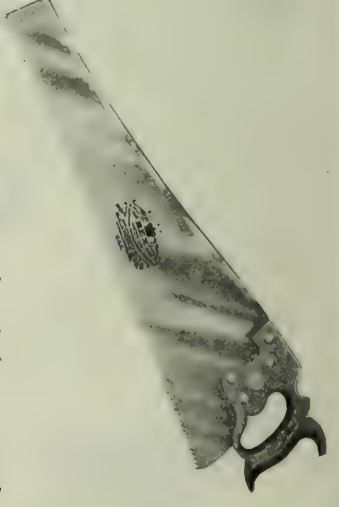
A line backed by over sixty years' experience.

ATKINS

STERLING STEEL

Hand Saws and Trowels





A portion of the Atkins line. Made specially for the best mechanics and admirers of fine tools.

They satisfy in every respect and command a higher profit.

Sterling Steel and Atkins Sales co-operation cause a demand. Are you ready to meet it?

Ask for co-operation proposition "H. M."

E. C. ATKINS & CO., INC.

Sterling Steel Saws and Tools—Made in Canada

Factory: HAMILTON, ONT. **VANCOUVER BRANCH: 109 Powell St.**

If interested, tear out this page and keep with letters to be answered.

Pump Profits in Your Business

You can make money selling the B-T Well Pumps. There are a surprising number of old wooden pumps in and around the town which will play out soon. A good iron pump, with a train of pipe and cylinder for such jobs will bring you a handsome profit.

B-T Ready-to-Ship Pumps

These are built for the hardware trade, being so low in price that you can compete with the mail order house. They are sold only to the trade. They are ready to ship and ready to sell. They are easily ordered, easily stocked and easily sold. They are the ideal pumps for your business.

Send for New Ready-to-Ship Catalog.

Beatty Bros., Limited

Head Office - Fergus, Ont.

Winnipeg, Man. Edmonton, Alta.
St. John, N.B. Montreal, Que.

As a Practical Man

it would interest you to see "Famous Five" files being made.

You would be satisfied with the quality of our steel; the processes of shaping, annealing, grinding, cutting, hardening and sand-blasting would convince you of the efficiency of the finished product.

And you would have confidence in our method of testing each file before it leaves the factory.

Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

If interested, tear out this page and keep with letters to be answered.

W P WARD

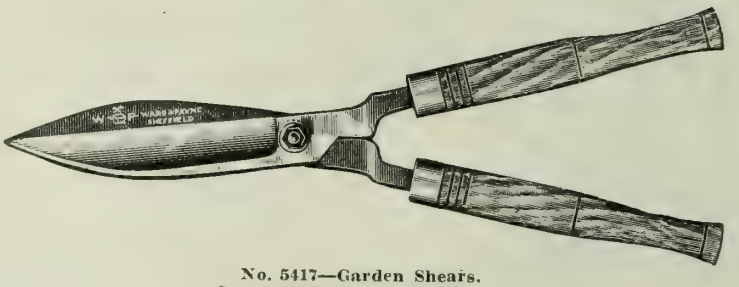
GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifully finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.

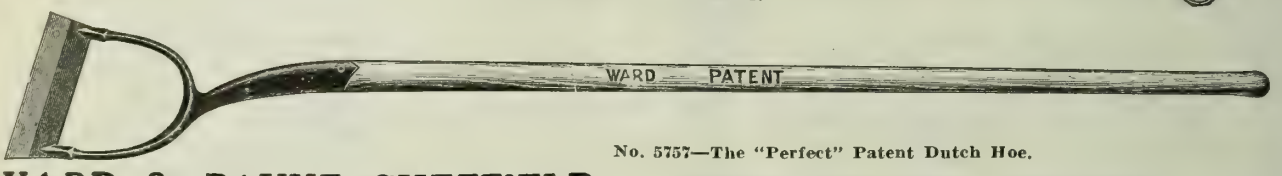
No. 5574—Weed Fork.

No. 5817—"Ideal" Regd. Rake.



No. 5417—Garden Shears.
Guaranteed "Fast Handles."

No. 5552—Trowel.



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD. 1150 Hamilton St., Vancouver, b.C
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

Royal Purple Stock and Poultry Specifics

We are endeavoring to make our Stock and Poultry remedies and foods, calf meal, etc.,

Hardware Specialties

Some of the best hardware stores in Canada are working with us to this end. Read what H. H. OTTON & SON, of Barrie, have to say:

The W. A. Jenkins Mfg. Co., Barrie, Ont., March 5th, 1917.
London, Ont.

Dear Sirs:

With reference to your inquiry, re sale of Royal Purple Products, beg to advise that we believe the reason we have had such success in selling your line is attributed to the way you send out your advertising literature to the farmers in our neighborhood so regular, as well as the good results we have been told of from the use of them. The fact that farmers and poultry men speak so well of it, gives a stimulus to all our salespeople and encourages them to push the line.

During the selling season we always keep a quantity at the front of the store. We find it a profitable line to push the sale of.

Respectfully Yours,

FWO/MH. H. H. OTTON & SON.

Do you want to take an agency in your town? If so, write us and we will send you prices, showing handsome profits and our system of advertising which keeps your name and our goods constantly before the farmers in your district.

The W. A. Jenkins Mfg. Co., Limited, London, Ontario

If interested, tear out this page and keep with letters to be answered.

Handles! Handles! Handles!

All Descriptions

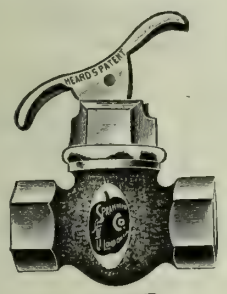
Axe, Pick, Sledge and Hammer Handles
Cant Hook and Peavie Handles

STILL'S HANDLES are dependable. They are handles—plus—and the plus means that extra service and satisfaction that come from careful workmanship, selected wood and smooth wax finish. Our Cant Hook and Peavie Handles are made of Maple. All our other handles are made of stout Hickory.

You'll have no customer complaints and your profits will be big when you sell STILL'S Handles.

J. H. STILL MANUFACTURING COMPANY

ST. THOMAS, ONT.



A Paying Side-line for Hardware Merchants

Hundreds of hardware stores sold Spramotors and spraying accessories to their customers last year and made a good profit.

Spramotor

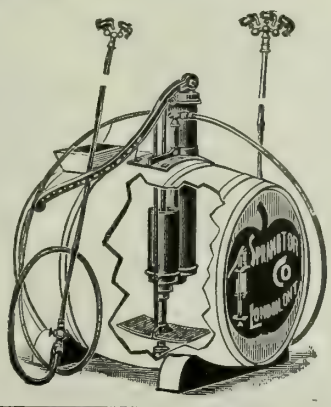
It isn't a SPRAMOTOR unless we made it

We make a sprayer for every purpose — hand, horse-power and gasoline, also standardized accessories for every spraying need.

Made in Canada—no duty to pay.

The spramotor is the recognized standard of excellence—it is widely advertised and greatly in demand. Share in the business and in the profits.

Write to-day for details of our proposition.



SPRAMOTORS Limited
3124 King Street
LONDON, CANADA
and 3204 Erie St., Buffalo, N.Y.

1835 — 1917

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

If interested, tear out this page and keep with letters to be answered.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

MYERS TANK PUMPS
EASIEST TO OPERATE
The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.
The valves are each located under a removable, individual cap, where they can be easily reached.
The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.
F. E. Myers & Bro.
Ashland, Ohio.
J.H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.
Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

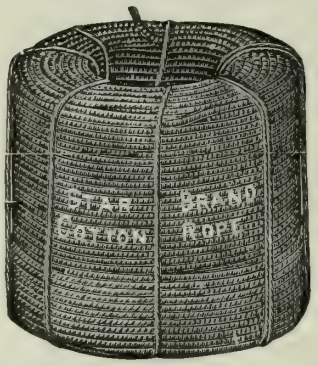
All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about **The Farmer's Magazine** in a special letter.

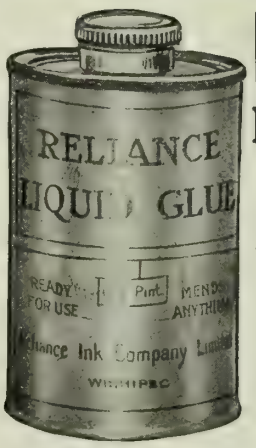
N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

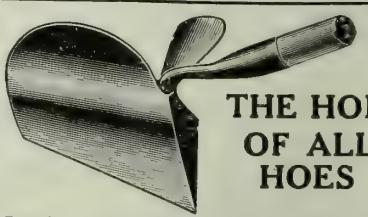
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England



Reliance
LIQUID GLUE
Always Ready
Extra Strong
Sold by Your Wholesaler
Reliance Ink Co., Limited, Winnipeg

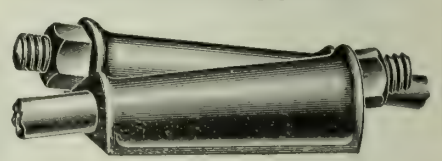


THE HOE OF ALL HOES
Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.
Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Eastern Canadian Distributors:
Louis A. Larson, Ottawa.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Lugs for Bands
on silos, tanks, wood pipe lines, etc.



For round rods ⅝ to 1½ inches.
For flat bands 2 to 6 inches.
(A number of patterns)
Also Drive-Well points.
Fence Building Tools.
Otterville Mfg. Co., Ltd.
OTTERVILLE, ONT.

If interested, tear out this page and keep with letters to be answered.

VOL-PEEK

MENDS — Graniteware
Tin — Copper — Brass
Aluminium Enamelledware etc
Cost ½ ¢ Per Mend

"Vol-Peek" is the only Sanitary Mender made that we know of.

It has been sold in Canada for the last ten years, giving satisfaction, which is proven by the repeat orders we receive.

Your customers will be glad to have you bring "Vol-Peek" to their attention, as it will allow them to reduce the cost of the upkeep of their Kitchenware, thus they will be able to spend this money saved on other household articles.

By ordering a stand and placing it on your counter, you will reap some extra profit, and at the same time render your customers a service.

"Vol-Peek" gives you a profit of over 83%.

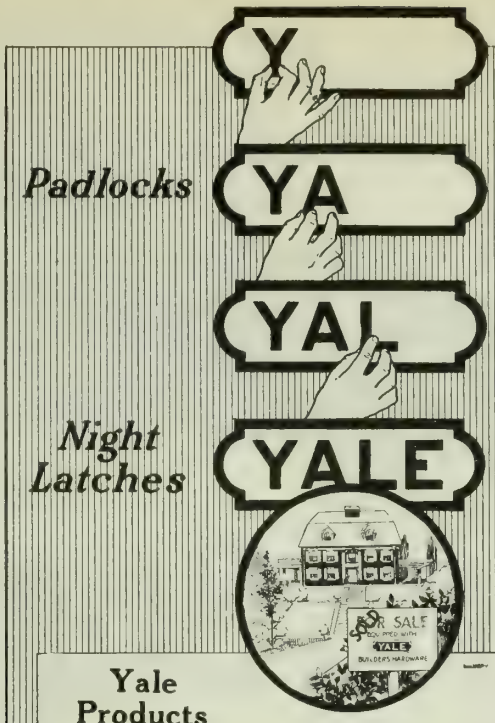
Each stand holds 44 15-cent packages—cost you $3.60—delivered to you prepaid with a supply of advertising matter. TERMS: Net 30 days to rated Firms.

We will be glad to have your order direct, or through your Jobber.

"VOL-PEEK" MFG. CO.

P.O. BOX 2024 **MONTREAL, CANADA**

Made in Canada for over ten years.



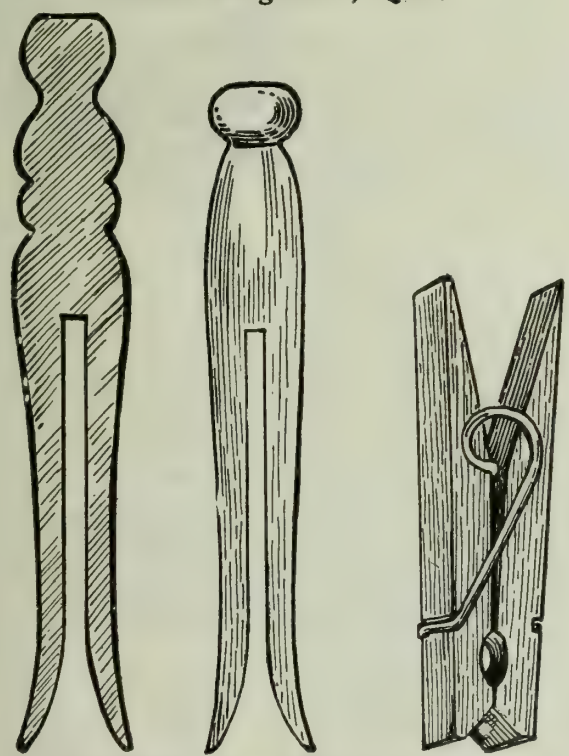
Yale Products **Made in Canada**

The longest guarantee in the world is not any stronger than the name "Yale." It is more than the mark of the maker—it is a visible guarantee of Quality and Service.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

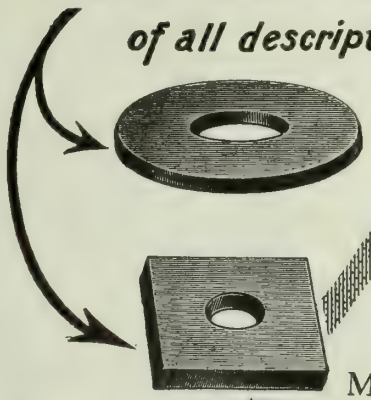
The Megantic Broom Mfg., Co., Ltd.
Lake Megantic, Que.



Our slogan is satisfied customers.
Give us a trial.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

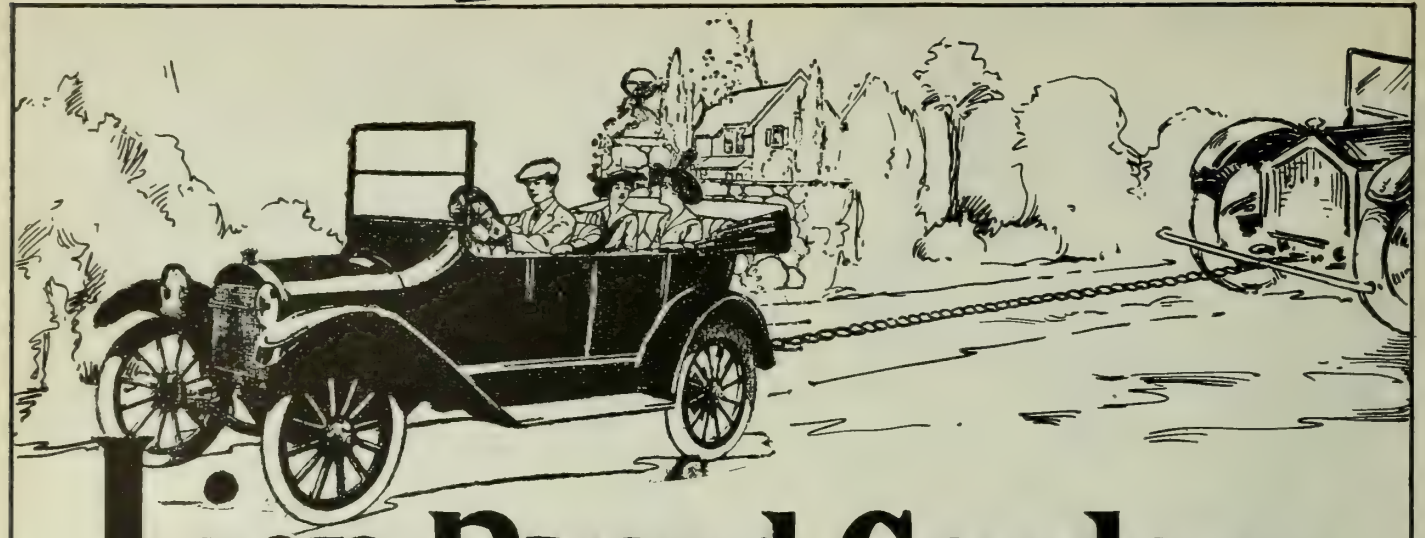
Prompt Shipments

Round & Square

Plain or Galvanized

Wrought Washer Mfg. Company
Milwaukee, Wis.

If interested, tear out this page and keep with letters to be answered.



Lion Brand Cordage

The Imperial Brand on which you can depend. Gives absolute satisfaction on land and sea.

Mills: MONTREAL, QUE., and HALIFAX, N.S.

Branches: ST. JOHN, N.B., and TORONTO, ONT.

Agents: James Bisset & Co., Quebec; Teese & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton; MacGowan & Co., Vancouver.

CONSUMERS CORDAGE COMPANY, Limited

Head Office - - MONTREAL, QUE.

If interested, tear out this page and keep with letters to be answered.

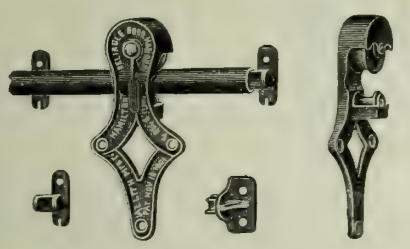
Every Father thinks his own child has finer characteristics than the other man's child. It's natural.

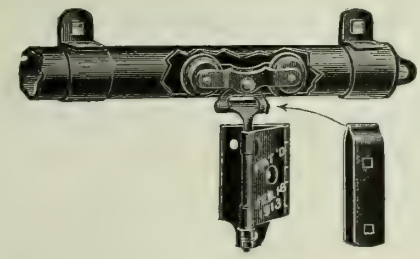
From a business standpoint these hangers are our children. They have grown up with us and we have always endeavored to put our best into their make-up. We want them to HONOR us.

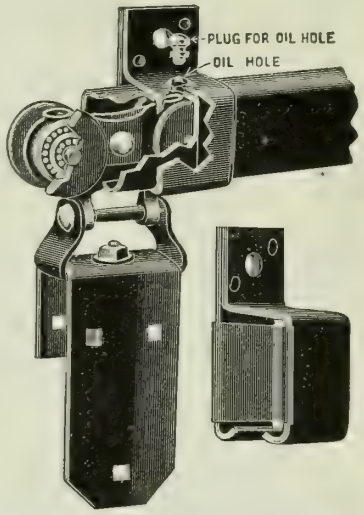
3 DISTINCT LINES 3

Get the EXCLUSIVE SALE of any one of the three (if not already placed) for your town.

You can RECOMMEND any ONE of these THREE and Build your business up PERMANENTLY.







Allith Manufacturing Company, Limited
HAMILTON, ONTARIO

Keep your rooms warm and your tempers cool

AVOID DRAFTS

You can rely upon the

"BRITON"

to keep them out

"Britons" keep the door of the world

Made only by

WM. NEWMAN & SONS, LTD.

BIRMINGHAM

The reliance that can be placed in a

"BRITON"

should be your reason for recommendation

Particulars of this and of our other Door Checks of all kinds from

FREDERIC SARA & COMPANY

326 Ninth Ave. We t

CALGARY, ALTA.

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

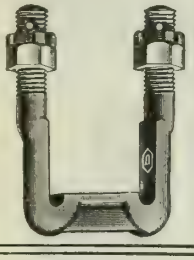
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



C. KLOEPFER, LIMITED

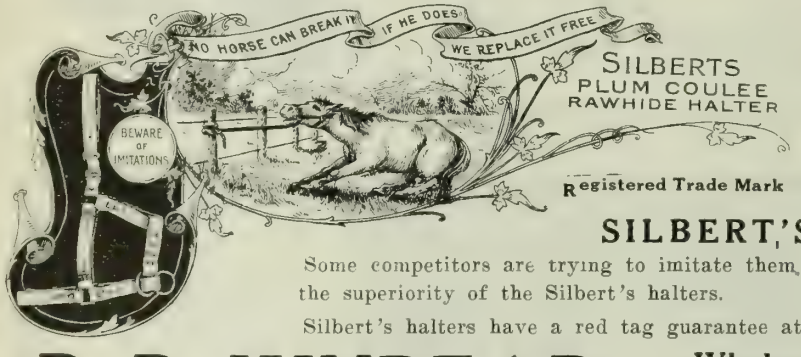
EDWARD HALLORAN, *General Manager*

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.



Registered Trade Mark

It can't be done. If it can, then---

HERE'S WHAT WE DO:—IF A HORSE CAN BREAK THE LEATHER IN OUR DOUBLE-PLY LACE HALTER INSIDE OF TWELVE MONTHS I WILL REPLACE IT WITH A NEW HALTER FREE, WITHOUT ANY EXPENSE TO YOU, ON RECEIPT OF THE BROKEN HALTER.

SILBERT'S PLUM COULEE HALTERS

Some competitors are trying to imitate them by using Moose hides, but a test will readily prove the superiority of the Silbert's halters.

Silbert's halters have a red tag guarantee attached. Look for this.

R. R. KINREAD

Wholesale Jobber of Rawhide Leather
Office: 286 BANNATYNE AVE. Winnipeg

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

MEASURING TAPES

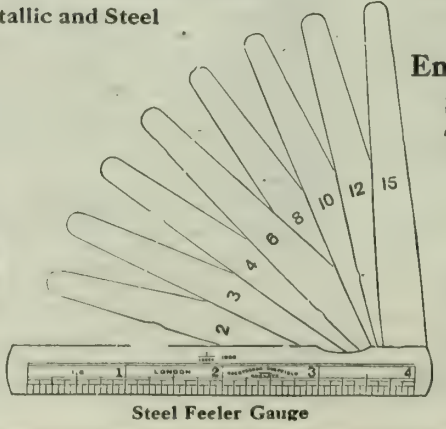
Linen, Metallic and Steel

TRE BLE

Engineers' Small Tools

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal



Steel Feeler Gauge

Steel Rules, Gauges, etc.

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

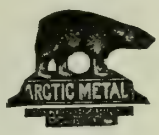
stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

Arctic  **Metal**

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.

We guarantee every pound.

Tallman Brass & Metal Co.

HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

More Dollars

You can make "Dollars Grow" out of your *spare time.* Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited

Dept. M, 143-153 University Avenue, Toronto, Can.

The World's Best

Poultry Leg Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

Prices for those shown in cut F.O.B. destination in Canada:

		Size.	100	500	1,000
Three Spiral Bands (in 10 colors)		1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "		4 & 6	1.10	5.00	9.50
" " " "		7 & 8	1.20	5.25	10.25
" " " "		9	1.25	5.75	11.00
Single " " "		1, 1A, 2 & 3	.65	2.25	4.00
" " " "		4, 6 & 7	.75	3.25	5.50
" " " "		8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch			.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)			1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots

Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company

Manufacturers of Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - - ONTARIO

Money Represents Blood

Money is blood—it represents struggle, strain weariness, on somebody's part. And where you lose, by careless change-making, good hard-earned money, it means that you're losing blood. We wish that you would send for our statement concerning our Carrier Service—which saves money, real money that you can count every day of its use. And that means your blood. A post card request does—make it to-day—please.

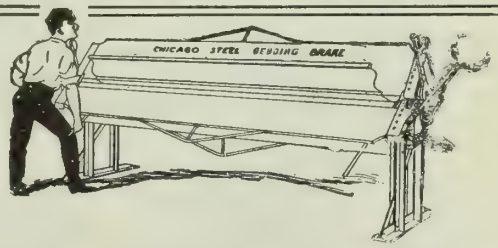
GIPE-HAZARD STORE SERVICE CO., LTD.

97 Ontario St., Toronto, Canada

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS

LONDON, CANADA



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars

The Steel Bending Brake Works Ltd., Chatham, Ont.

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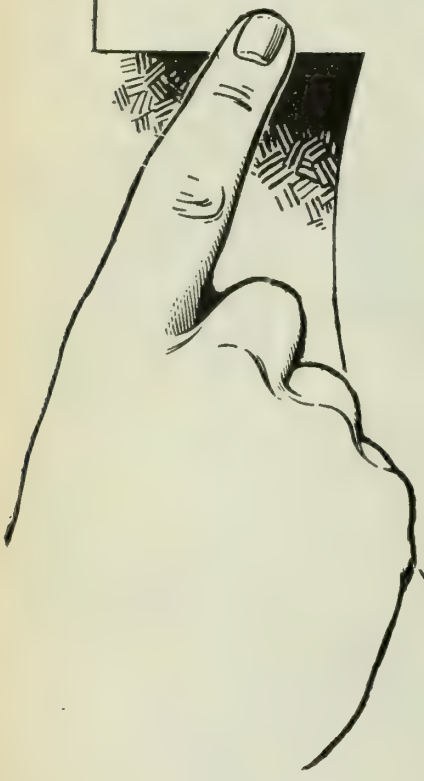
RUBBER GOODS
FOR THE HARDWARE TRADE

"Reliability in Rubber"

GUTTA PERCHA & RUBBER LIMITED
TRADE MARK



We have Hose of all kinds, Packings to suit every requirement, Belting for all purposes, Force Cups and Plumbers' Supplies, Tubing, Valves, Valve Discs, Wringer Rolls, Rubber Mats and Matting, Stair Treads, Interlocking Rubber Tiling, Automobile, Carriage and Truck Tires, Etc., Etc.

Send for Catalogue.

Gutta Percha & Rubber, Limited

TORONTO MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA SASKATOON
CALGARY EDMONTON VANCOUVER SYDNEY MELBOURNE and PERTH, AUSTRALIA

If interested, tear out this page and keep with letters to be answered.

Seven Reasons

Why you should stock and push Beardmore's Star Brand Soles and Lifts this Spring

You can render a distinct service to your customers by selling them Star Brand half soles and heel lifts, for in doing so you are helping them to reduce the extremely high cost of living. Star Brand soles and lifts give absolute satisfaction.
Read the seven reasons why you should sell the Star Brand line and write your jobber for prices.

1. Star Brand soles and lifts are made from our own leather.
2. We do our own tanning—have 72 years' experience.
3. Every pair sold brings new customers—holds the old.
4. Guaranteed to outwear all others.
5. They solve the shoe problems for large families in these critical times.
6. Every man can mend his own shoes with Star Brand Soles and Heels.
7. They bring new trade to your store for other lines.

BEARDMORE & CO.
TORONTO AND MONTREAL
CANADA

If interested, tear out this page and keep with letters to be answered.

"DELTA" FILES

Put a Merry Jingle in Your Cash Register

Make your store a happy remembrance with the customer.

That's why it pays to sell "**DELTA**" FILES.

The good work they do and the long service they give are constant suggestions to the customer to purchase other needed articles **at that store,** where they serve those DELTA files.

Thus does the dealer create permanent good-will. Delta Quality does it.

Dealers find Delta Files a worthwhile line to handle. We co-operate with dealers to bring new customers to their stores.

Let us send you full particulars of our attractive agency proposition.

DELTA FILE WORKS
PHILADELPHIA, PA.
CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.
ALL LEADING JOBBERS

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

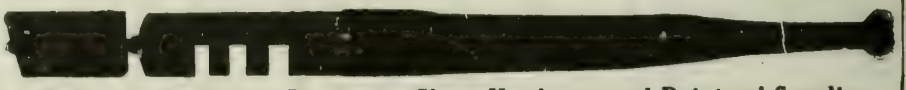
MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.

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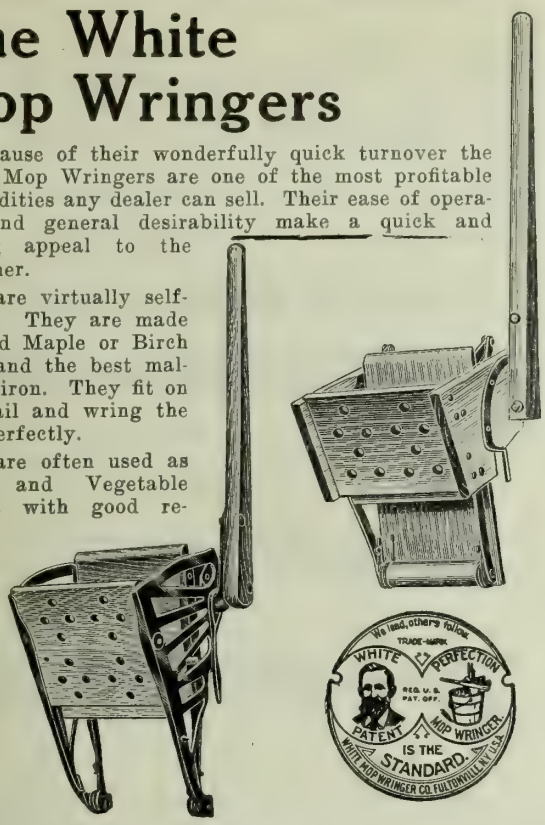
The White Mop Wringers

Because of their wonderfully quick turnover the White Mop Wringers are one of the most profitable commodities any dealer can sell. Their ease of operation and general desirability make a quick and strong appeal to the consumer.

They are virtually self-sellers. They are made of hard Maple or Birch wood and the best malleable iron. They fit on any pail and wring the Mop perfectly.

They are often used as Fruit and Vegetable presses with good results.



White Mop Wringer Company
Fultonville, N.Y.

"P.&W.Co." SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

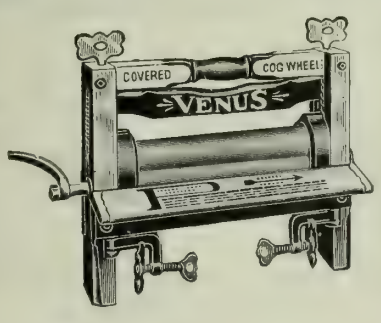
Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited
Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. **Vancouver**, 609 Bank of Ottawa Bldg. **Winnipeg**, 1205 McArthur Bldg.

Have You Seen This Line of ARROW BRAND Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

—

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—
Complete trade information on request.

CUMMER-DOWSWELL LIMITED
HAMILTON - - CANADA

PEERLESS PERFECTION

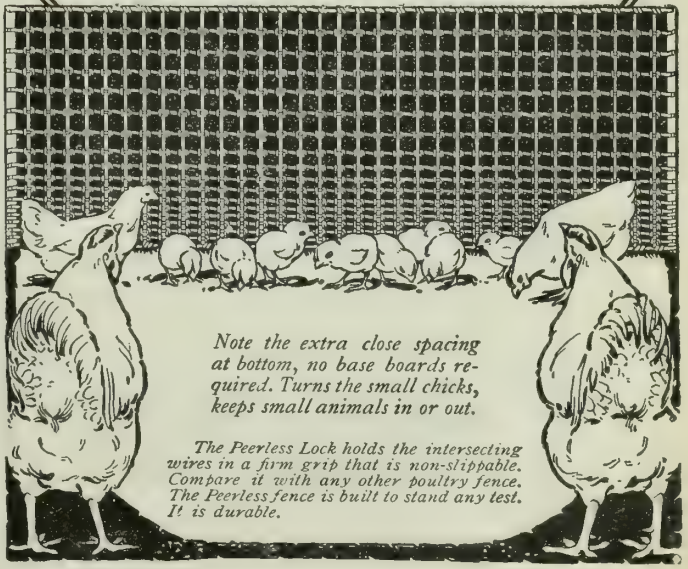
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba **Hamilton, Ontario**



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

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Order Yours Now
Be Prepared

Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.

PHILADELPHIA - PA.

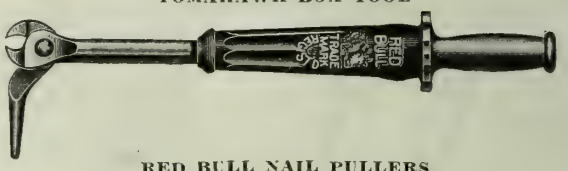
The Most Complete Line of its Kind

Made by people who specialize on these goods. Get posted!

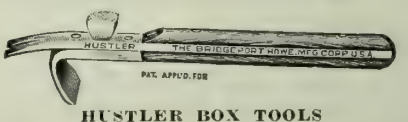
Send for latest catalog

SURE GRIP NAIL PULLER

TOMAHAWK BOX TOOL



RED BULL NAIL PULLERS



HUSTLER BOX TOOLS

JUMBO NAIL PULLER

MATCHLESS BOX OPENERS

UNBREAKABLE NAIL PULLERS

BOX TERRIER CRATE OPENERS

Our Nail Pullers are sold by nearly all Canadian Jobbers.

The Bridgeport Hardware Mfg. Corporation

BRIDGEPORT, CONN., U.S.A.

Canadian Representative : **Prescott W. Robinson, 414 Drummond Bldg., Montreal**

If interested, tear out this page and keep with letters to be answered.

This is our offer to your customer

Even without its stropping feature, the AutoStrop Razor has every merit that other safety razors possess, but in addition it does what no other razor in the world does—it strops its own blades, **and saves your face.**

Therefore, decide upon purchase of the AutoStrop Safety Razor after you have compared its wonderful blade service and its smooth-shaving quality with other razors you have used, or are still using. Take it home and shave with it as freely as if you had purchased it outright. Then come to a decision whether you will return it to your dealer, or pay him $5.00 for it. We authorize dealers to loan the AutoStrop Safety Razor on 30 days' trial, and we stand back of the offer.

This is our offer to you

Offer the AutoStrop Razor on trial to every man who shaves himself, and you will find that the majority will complete the purchase after a fair trial. Customers who buy blades from you for other razors will be glad to try out the AutoStrop, and every storekeeper has hundreds of such prospects which only await such a fair proposition. This plan of distribution has been advertised to the public for over a year—to every dealer's customers—to yours. We are continuing to advertise it, and dealers everywhere are selling Razors under this plan.

If you will arrange to **loan** the AutoStrop Safety Razor under this offer, we will assume all the risk. We will replace all goods that are not returned, or are not paid for, and we will replace all razors that are returned in bad condition. Should this plan of distribution result in overstocking you, we will relieve you of your overstock by arranging credit for the invoiced value.

Such a fair, clean-cut plan *must appeal to you as a dealer.* Write to us for the details, and we will send you a legal agreement that we will fulfill our part of the undertaking.

AutoStrop Safety Razor Co., Limited

83-87 Duke Street, Toronto

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TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Brass Signs

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dr matches may save your lif "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for $1.00.

Hyfied Mfg. Co., 48 Franklin St., N.Y.

SPRAYERS

We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto

FOOD CHOPPERS

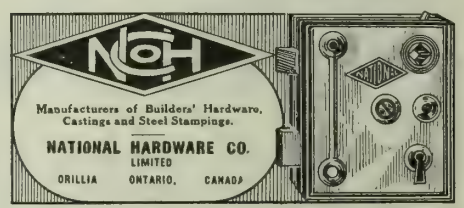
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. LAMPLOUGH & CO.
Unity Bldg., Montreal

"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street, TORONTO



Trulite

The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

NOTICE TO MERCHANTS:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

COMMERCIAL UNDERWRITERS
36 James St. South, Hamilton, Ontario.

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

A SIX MONTHS SUPPLY FOR YOUR AUTO FOR $1.00

The finest—softest—most absorbent Polishing Cloths made Also get a package of Strong's Pulled Hosiery Waste, $1.00; longest—softest—toughest waste made. Just what you want and need to keep your auto looking fine.

STRONG MACHINERY AND SUPPLY CO.
21 WALKER ST., NEW YORK CITY

LARGEST CANADIAN DEALER

ADEL. 760 WASTE PAPER

E. PULLAN TORONTO

C. S. TURNER CO.

147 Bannatyne Ave. East, Winnipeg
Manufacturers' Agents
Excellent Storage, Forwarding, and Distributing Facilities.

TANKS

GASOLINE TANKS FOR UNDERGROUND STORAGE
Complete Outfits with Brass Pumps and Fittings, from $25.00 Upwards
Sold on Approval Fully Guaranteed
Write for Catalogue
The Steel Trough & Machine Co. Ltd.
TWEED, ONT.

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite
Quick Service

Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
133 WILLIAM ST. NEW YORK

One Inch Space
$1.00 Per Issue
on Yearly Order.

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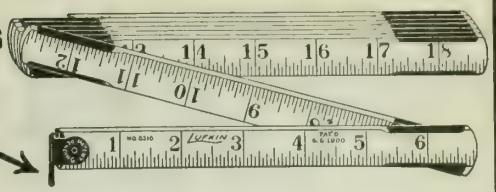
LUFKIN Spring Joint Wood Rules

WITH FOLDING HOOK

ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS

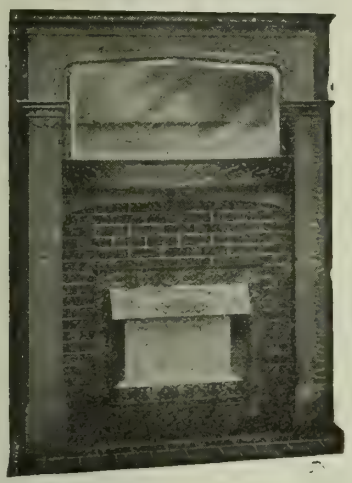


Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

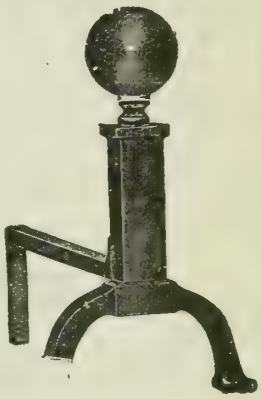


Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

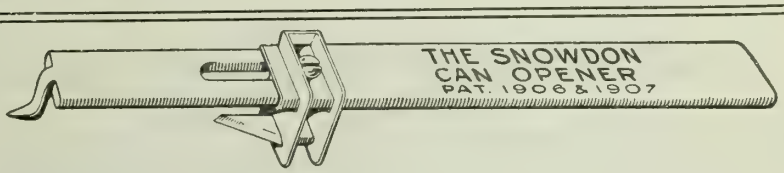
It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



A Durable, Convenient, Clean Cut, Safety

CAN OPENER

That sells on sight. An absolutely necessary article to every family or individual. List price, $10.00 per gross. Liberal discounts, according to quantity. This is a profitable opportunity.

MONARCH ELECTRIC COMPANY, LIMITED

St. Lambert, P. Q.

DISTRICT MONTREAL

Talk Number Ninety-four

Now for these early Spring jobs with a good profit for you. If you ordered your "PREMIER" GALVANIZED SHEETS good and early, you'll be "Johnny-on-the-Spot" now.

If you're short of stock, stir up your jobber and we'll do our best to help you out, even if the railroads have imitated the "bear" for the past six weeks.

TINKER TOM.

Look for Talk No. 95 next week.

DOMINION SHEET METAL CO., Limited

HAMILTON, CANADA

CARBORUNDUM

The Great, Quick Cutting Abrasive

Carborundum is very much harder than any other known abrasive, which gives it great durability. It is made up of small, sharp crystals that are just brittle enough to break slightly in use. The sharp edges of the crystals cut clean and fast, while the brittleness, by constantly presenting fresh cutting edges, prevents glazing.

In Carborundum Stones you get durability, rapidity and uniform efficiency.

For sharpening edge tools a carpenter only has to try a Carborundum Stone to be a constant user of it.

Carborundum Sharpening Stones

Unequalled for rapid cutting qualities. Fine or medium grit.

Sizes 4, 5, 6, 7 and 8 inches long

Carborundum Combination Stones

One face smooth or fine grit, the other face coarse grit.

Sizes 4, 5, 6, 7 and 8 inches

Carborundum Scythe Stones
Carborundum Axe Stones
Carborundum Razor Hones
Carborundum Knife Sharpeners
Carborundum Grinders
Carborundum Files

Ask for Carborundum Catalogue.

CAVERHILL, LEARMONT & CO.

Head Office and Warehouses, MONTREAL

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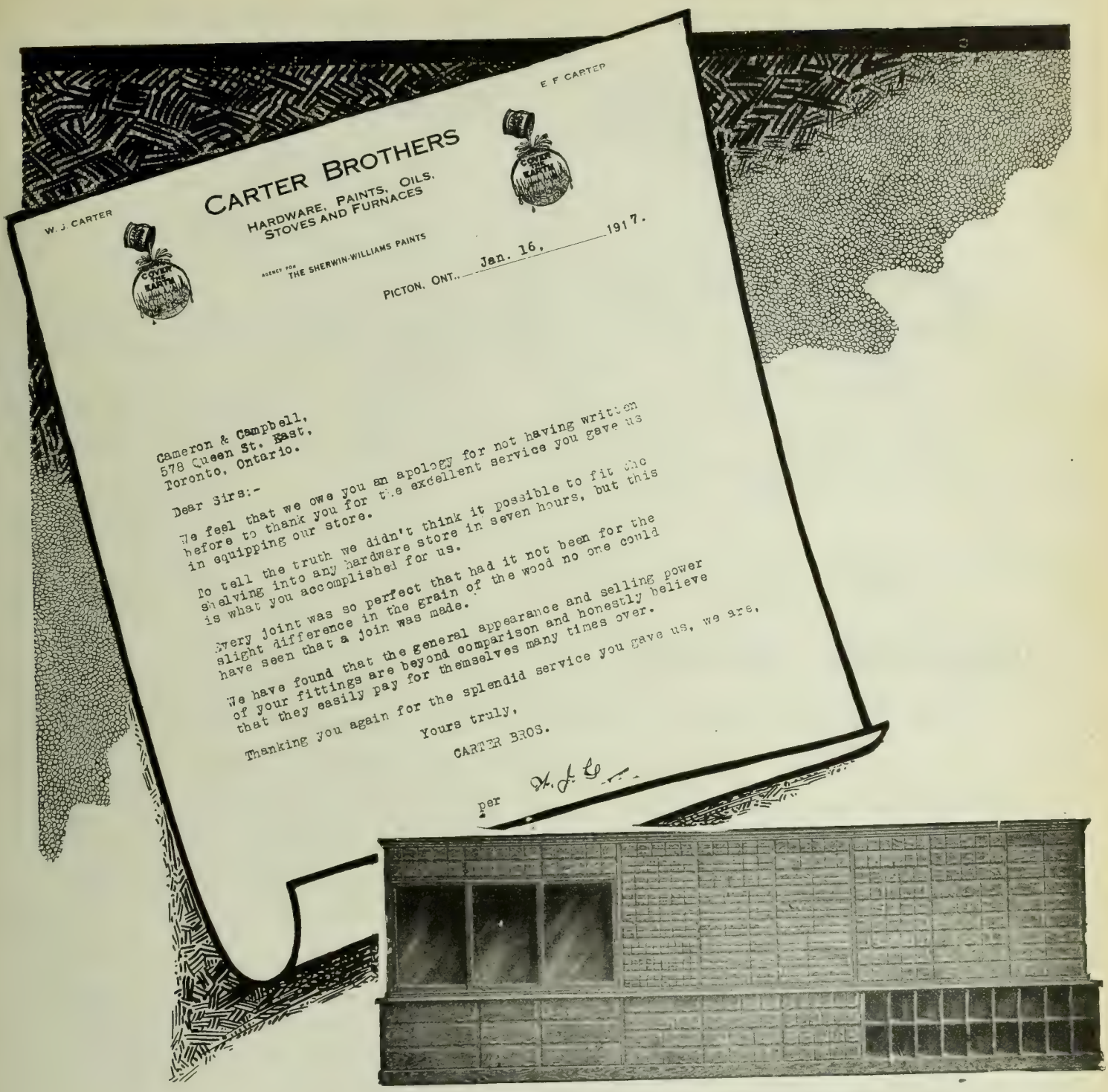


This is the service which goes with every order for Cameron and Campbell fittings—absolutely satisfaction.

Write for descriptive matter of our Shelving, Display Counters, Nail Brim Counters, Screw Cases, Metal Shelf-Boxes, etc.

Cameron & Campbell - Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

WIRE BALE TIES

for baling Hay, Pulp, Box Shooks and many other things

BALING WIRE WIRE NAILS

Any Size — Any Pattern

WIRE

Bright, Annealed, Coppered, Stove Pipe, Liquor Finished, Square, etc.

Special O. & A. Wire.

Our excellent manufacturing facilities and the fact that we are closely connected with four railways, assure you a high grade product and prompt deliveries.

Our Prices are Right and Quality the Best.

The LAIDLAW BALE-TIE Company, Limited

HAMILTON - CANADA

A. T. Diggins, Stair Bldg., Toronto, Ont.
Harry E. Moulden, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
Geo. W. Laidlaw, Vancouver, B.C.
London, Eng., M. Bryan, 24 Aldgate.

Sponges and Chamois

Sponges

We have several hundred bales of Sheepswool, Velvet and Grass packed in sizes and weights to suit Canadian buyers.

No. 1 Sheepswool, 6/8, 8/10, 10/12 and 12/14 (pcs. to lb.), packed in bales of 12 lbs. and upwards.

No. 1 Velvet, 6/8, 8/10, 10/12 and 12/14, packed in bales of 15 lbs. and upwards.

No. 1 Grass, 6/8, 8/10, 10/12 and 12/14, in bales of 25 lbs. and upwards.

We also carry in stock practically every other kind and variety of Sponge that is produced. We are direct buyers at all the producing markets, having our own packers at Nassau, Bahamas; Batabano, Cuba, Tarpon Springs and Key West, Florida.

We supply only original bales and cases—at the lowest market prices, and give better value in Canada than do any of our American competitors.

Write for our booklet on Sponges—it is interesting and instructive.

Chamois

Chamois Leather has doubled in price in the past twelve months, and is still advancing. It is also very difficult to obtain shipments.

We have on hand a large stock of all sizes from 10 x 11 to 26 x 28 in both first and second qualities.

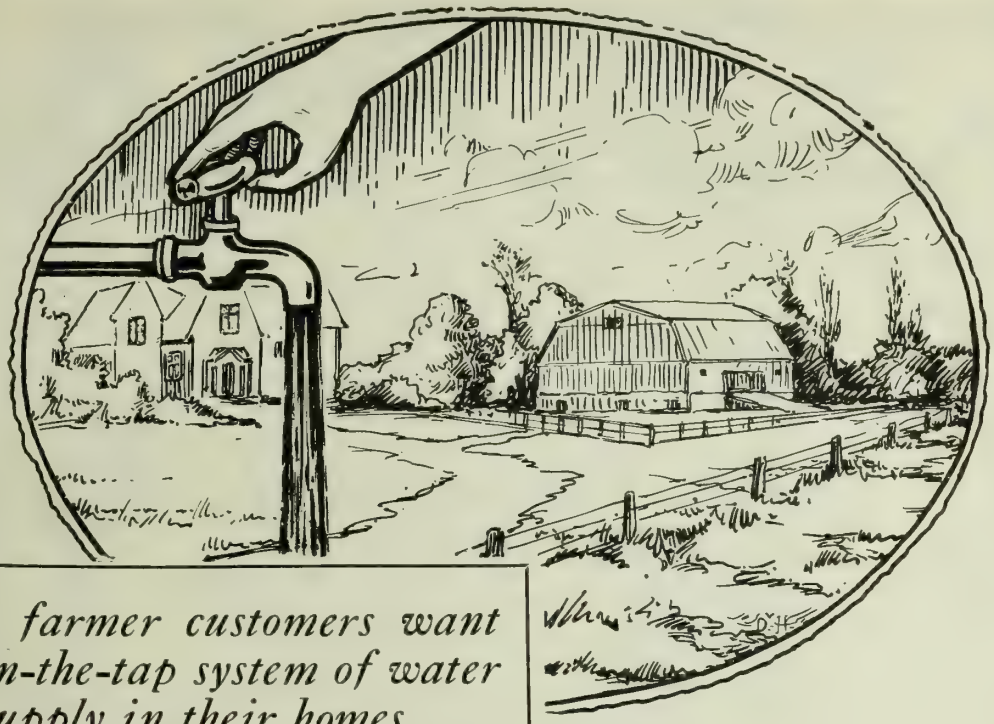
We supply Chamois Leather in original kips of 30 skins, to the best advantage and at the lowest market prices.

EVANS & CO., LIMITED

Importers and Exporters

425 CORISTINE BLDG. - MONTREAL

If interested, tear out this page and keep with letters to be answered.



Your farmer customers want a turn-the-tap system of water supply in their homes

They have learned that they can have this city convenience right on their own farms—and at a very moderate cost.

But perhaps they don't know that there is no need to instal that old-fashioned, dangerous and insanitary device—the overhead tank. It is for you to tell them about the

Peerless Water Service Systems

which supply pure water *at high pressure* to every floor in the house or barn.

With a Peerless Water Service System the tank may be in the cellar, in the barn, or in any other frost-proof place. The pressure will be sufficient to throw a stream right over the house. This means efficient fire protection—something that cannot be secured with an overhead tank.

With a Peerless Water Service System, there is no danger of water leaking and destroying furnishings and decorations on the floor below. It is absolutely safe.

With a Peerless Water Service System there is no possibility of impurities getting into the tank, as in the overhead system. If the water in the well is pure, the water in the tank and at the tap must also be pure. The operation of a Peerless Water Service System is very simple, and no technical knowledge is required to understand it.

You can make big money on Peerless Water Service Systems.

Get our catalog. Talk water service systems with all the farmers who come into your store, and bring the matter up when visiting them in their homes.

Installations are easily made.

Price is reasonable—from less than $100 *up, and there is a liberal trade discount.*

There is bound to be a big development in the sale of private water systems. Get in on this profitable business now, by securing the agency for

Peerless Water Service Systems
Made in Canada

National Equipment Co., Limited

1 Wabash Ave.
TORONTO

Above cut shows a residence outside the limits of Toronto—away from city water conveniences. But the convenience of city water supply is there just the same—due to the installation of a Peerless Water Service System.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Accessories, Ford
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Air Valves
Pease Foundry Co., Toronto.

Air Vents
Pease Foundry Co., Toronto.

Aluminium, Alloy, Ingot, Sheet, Wire
British Aluminium Co., Ltd., Toronto.

Aluminium
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Anchors, Guy
Northern Electric Co., Montreal.

Anvil, Vise and Drill
Jas. Smart Mfg. Co., Brockville.

Arbors, Saw
Jas. Smart Mfg. Co., Brockville.

Arms
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammonia, Valves and Gauges
Jas. Morrison Brass Mfg. Co., Toronto

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Antimony
M. & L. Samuel, Benjamin & Co., Toronto.

Animal Traps
Caverhill, Learmont & Co., Montreal.

Asbestos, Plastic
Pease Foundry Co., Toronto.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.

Anti-Rattlers, Auto Door
Fernald Mfg. Co., North East, Pa.

Anti-Rattlers, Quick Shift
Fernald Mfg. Co., North East, Pa.

Augers, Post Hole
Richards-Wilcox Canadian Company, Ltd., London.
Jas. Smart Mfg. Co., Brockville.

Auger Bits
Irwin Auger Bit Co., Wilmington, Ohio.
Wilkinson & Kompass, Hamilton

Auto Accessories
Auto. Products Co., Bridgeburg, Ont.
The Carborundum Co., Niagara Falls, N.Y.
Buffalo Specialty Co., Bridgeburg, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Eclipse Mfg. Co., Indianapolis, Ind.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Trimont Mfg. Co., Roxbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Kellog Mfg. Co., Rochester, N.Y.
Richards-Wilcox Canadian Co., Ltd., London.
Northern Electric Co., Ltd., Montreal.
National Electric Heating Co., Toronto.
Northwestern Chemical Co., Marietta, Ohio.
Prairie City Oil Co., Winnipeg, Man.
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Hyslop Bros., Ltd., Toronto.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Auto Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automobile Tires and Tubes
Gutta Percha & Rubber, Toronto.

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Caverhill, Learmont & Co., Montreal.
Jas. Smart Mfg. Co., Brockville.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
Lachute Shuttle Co., Ltd., Lachute Mills, Que.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Axles
B. J. Coghlin & Co., Montreal.

Axes, Bench
Canadian Edge Tool Co., Galt.

Axle Grease
Prairie City Oil Co., Winnipeg.

Axle Pulleys
Jas. Smart Mfg. Co., Brockville.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton.

Bake Boards
Stratford Mfg. Co., Ltd., Stratford.

Bake Kettles
Jas. Smart Mfg. Co., Brockville.

Bale Ties
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bar Iron
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.

Bar Iron and Steel
D. Ackland & Son, Winnipeg.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Baskets, Waste
Andrews Wire Works, Watford.

Baskets, Bicycle
Andrews Wire Works, Watford.

Barn Door Track
Allith Mfg. Co., Hamilton.
Beatty Bros., Ltd., Fergus.
Canada Steel Goods Co., Hamilton.

Barn Door Hardware
Canada Steel Goods Co., Hamilton.

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Baskets, Bushel
Andrews Wire Works Co., Ltd., Watford, Ont.

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Battery Sets
Northern Electric Co., Ltd., Montreal.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Line, Hansen & Kimball, Moose Jaw.
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Barn Door Hangers
Allith Mfg. Co., Hamilton.

Balers, Steel
Climax Baler Co., Hamilton.
General Sales Co., Toronto.
Speillmann Agencies, Montreal.

Balers, Wooden
General Sales Co., Toronto.

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg.

Bars, Cored Bronze
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bath Room Fittings
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bats, Baseball
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Battery Charging Outfits
Northern Electric Co., Ltd., Montreal.

Beaders
Stanley Rule & Level Co., New Britain, Conn.

Belts, Ship, Locomotive and Gang Belts
Jas. Morrison Brass Mfg. Co., Toronto.

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Ltd., Toronto.

Bevels
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton.

Belt Dressing
Dominion Belting Co., Hamilton.
Prairie City Oil Co., Winnipeg.

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

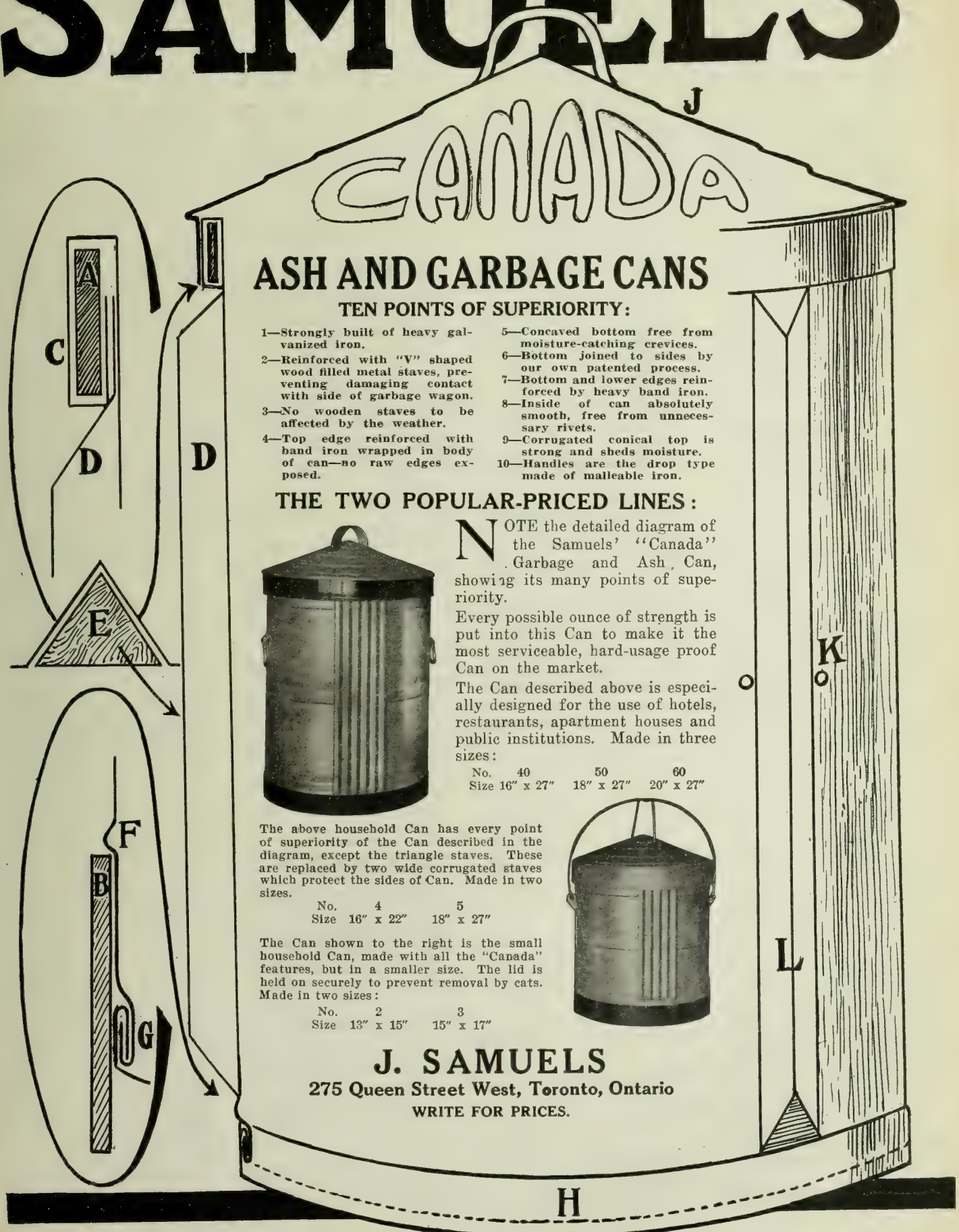
Bicycles
Johnsons, Iver, Arms & Cycle Works, Fitchburg, Mass.
Hyslop Bros., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd. Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Bits
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., St. Catharines.
Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Irwin Auger Bit Co., Wilmington, Ohio.
Russell, Jennings Mfg. Co., St. Catharines.
Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

SAMUELS



ASH AND GARBAGE CANS

TEN POINTS OF SUPERIORITY:

1—Strongly built of heavy galvanized iron.
2—Reinforced with "V" shaped wood filled metal staves, preventing damaging contact with side of garbage wagon.
3—No wooden staves to be affected by the weather.
4—Top edge reinforced with band iron wrapped in body of can—no raw edges exposed.
5—Concaved bottom free from moisture-catching crevices.
6—Bottom joined to sides by our own patented process.
7—Bottom and lower edges reinforced by heavy band iron.
8—Inside of can absolutely smooth, free from unnecessary rivets.
9—Corrugated conical top is strong and sheds moisture.
10—Handles are the drop type made of malleable iron.

THE TWO POPULAR-PRICED LINES:

NOTE the detailed diagram of the Samuels' "Canada" Garbage and Ash Can, showing its many points of superiority.

Every possible ounce of strength is put into this Can to make it the most serviceable, hard-usage proof Can on the market.

The Can described above is especially designed for the use of hotels, restaurants, apartment houses and public institutions. Made in three sizes:

No.	40	50	60
Size	16" x 27"	18" x 27"	20" x 27"

The above household Can has every point of superiority of the Can described in the diagram, except the triangle staves. These are replaced by two wide corrugated staves which protect the sides of Can. Made in two sizes.

No.	4	5
Size	16" x 22"	18" x 27"

The Can shown to the right is the small household Can, made with all the "Canada" features, but in a smaller size. The lid is held on securely to prevent removal by cats. Made in two sizes:

No.	2	3
Size	13" x 15"	15" x 17"

J. SAMUELS

275 Queen Street West, Toronto, Ontario

WRITE FOR PRICES.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Screw Driver
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., St. Catharines.
Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., St. Catharines.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bedfasts, Steel
Jas. Smart Mfg. Co., Brockville.

Bells
Northern Electric Co., Ltd., Montreal.

Belt Fasteners
Dominion Belting Co., Hamilton

Bench Axes
Canadian Edge Tool Co., Galt.

Bench Screws
Jas. Smart Mfg. Co., Brockville.

Benders, Tire
Jas. Smart Mfg. Co., Brockville.

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton.
M. & L. Samuel, Benjamin & Co., Toronto.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blow Pipes
Jas. Morrison Brass Mfg. Co., Toronto.

Boilers, Hot Water
Pease Foundry Co., Toronto.

Boilers, Steam
Pease Foundry Co., Toronto.

Boilers, Smokeless
Pease Foundry Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Boring Machine, Carpenters'
Jas. Smart Mfg. Co., Brockville.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Wks., New Britain, Conn.

Brass Goods
Jas Cartland & Son, Ltd., Birmingham, England.
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass Sheets
M. & L. Samuel, Benjamin & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Brass Rods
M. & L. Samuel, Benjamin & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Brass Tubes
M. & L. Samuel, Benjamin & Co., Toronto.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Block Planes
National Machinery & Supply Co., Hamilton.

Boilers, Smokeless
Pease Poundry Co., Toronto.

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt.

Boiler Compound
Prairie City Oil Co., Winnipeg.

Boiler Taps
Wells Bros. of Canada, Galt.

Bolster Springs
Wilkinson & Kompass, Hamilton

Box Strapping
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
The Stanley Works, New Britain, Conn.

Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bread Boards
Schultz Bros., Co., Ltd., Brantford.

Breeding Cages
Andrew B. Hendryx Co., New Haven, Conn.

Bread and Cake Makers
Thos. Davidson Mfg Co., Ltd. Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Goodell-Pratt Co., Greenfield, Mass.

Broilers
Andrew Wire Works, Watford.

Brooms, Corn
T. S. Simms & Co., Ltd., St. John.

Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bronze Bushings
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Brooms, Stable
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.

Brushes
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Brushes, Saddlery
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.

Brushes, Household
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons., Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.

Brushes, Paint
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S Simms & Co., Ltd., St. John.

Brushes, Factory
Boeckh Bros. Co., Ltd., Toronto.

Brushes, Stable
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St.

Brushes, Horse
Boeckh Bros. Co., Ltd., Toronto.

Brushes, Toilet
Boeckh Bros. Co., Ltd., Toronto.

Brushes, Floor
Boeckh Bros. Co., Ltd., Toronto.

Brushes, Machine
Boeckh Bros. Co., Ltd., Toronto.

Brushes, Rubber Set
Boeckh Bros. Co., Ltd., Toronto.

Builders' Thimbles
Collins Mfg. Co., Toronto.

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio.

Buckles
Parmenter & Bulloch, Gananoque.

Buggy Shaft, Anti-Rattlers and Quick Shift
Fernald Mfg. Co., North East, Pa.

Builders' Hardware
Alith Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, England.
Jas. Smart Mfg. Co., Brockville.
Springer Lock Mfg. Co., Belleville.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.

Bumpers, Automobile
Kinzinger, Bruce Co., Niagara Falls, Ont.

Builders, Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Brushes, Artists'
T. S. Simms & Co., Ltd., St. John, N.B.

Brushes, Varnish
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John, N.B

Brushes, Kalsomine
T. S. Simms & Co., Ltd., St. John, N.B

Building Papers
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Insulating Paper
J. H. McComb, Ltd., Montreal, Que.

Butter Boxes
Walter Woods & Co., Hamilton.

Butter Molds
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Butter Tubs
Walter Woods & Co., Hamilton.

Butter Workers
Beatty Bros., Ltd., Fergus.

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butcher Steels
Geo. Wostenholm & Son, Sheffield, Eng.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Wrks., New Britain, Conn.
Jas. Smart Mfg. Co., Brockville.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Cabinets, Display
Walker, Bin & Store Fixture Co., Kitchener, Ont.

Cables
Northern Electric Co., Montreal.

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cake Turners
Andrews Wire Wrks. Co., Ltd., Watford, Ont.

Calf Meal
W. A. Jenkins Mfg. Co., London.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Calks
D. Ackland & Son, Winnipeg.

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford.

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cans, Gasoline, Oil
Thos. Davidson Mfg. Co., Ltd., Montreal.

Canada Plate
Dominion Sheet Metal Co., Ltd., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
M. & L. Samuel, Benjamin & Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cant Hooks
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Cards, Playing
Walter Woods & Co., Hamilton.

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford.

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Beaters
Andrews Wire Wks., Ltd., Watford, Ont.

Carpet Sweepers
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg.

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg.

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto.

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

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Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casseroles, Ramequins, Etc.
Canadian Wm. A. Rogers, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

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Faultless Caster Co., Evansville, Ind.

Casters, Hospital
Faultless Caster Co., Evansville, Ind.

Casters, Leather, Wheel
Faultless Caster Co., Evansville, Ind.

Casters, Fibre Wheel
Faultless Caster Co., Evansville, Ind.

Casters, Glass Wheel
Faultless Caster Co., Evansville, Ind.

Casters, Drive Stem
Faultless Caster Co., Evansville, Ind.

Casters, Oxidized Finish
Faultless Caster Co., Evansville, Ind.

Castings, Job Work
Pease Foundry Co., Toronto.

Cast Iron Sinks
Jas. Smart Mfg. Co., Brockville.

Catch, Screen Door
Fernald Mfg. Co., North East, Pa.

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto.

Cements
Saskatchewan Glass Supply Co., Moose Jaw., Sask.

Centre Reamers
Wells Bros. of Canada, Galt.

Chafe Irons, Roller
Fernald Mfg. Co., North End, Pa.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chains
B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.

Chairs
Walter Woods & Co., Hamilton.

Chamois Skins
Evans & Co., Montreal.

Chandrons
Jas. Smart Mfg. Co., Brockville.

Chasers
Pratt & Whitney Co., Ltd., Dundas.

Cheese Cutters
Walter Woods & Co., Hamilton.

Cheese Factory Fixtures
Jas. Smart Mfg. Co., Brockville.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Canadian Edge Tool Co., Galt.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
Millers Falls Co., Millers Falls, Mass.

Chimneys, Lamp
Walter Woods & Co., Hamilton.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Cistern Pumps
Jas. Smart Mfg. Co., Brockville.

Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.

Clamp, Steel Bar
National Machinery & Supply Co., Hamilton.

Clamps, Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Cleaners, Boiler
B. Greening Wire Co., Ltd., Hamilton.

Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashau, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Clipping Machines, Power and Hand
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Toilet
American Shearer Mfg. Co., Nashau, N.H.

Clocks
Western Clock Co., La Salle, Ill.

Clocks, Alarm
Western Clock Co., La Salle, Ill.

Closets
Wakyte Mfg. Co., Winnipeg.

Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford.

Clothes Lines
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Clothes Reel Irons
Jas. Smart Mfg. Co., Brockville.

Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Walter Woods & Co., Hamilton.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal.

Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.

Coal Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto.

Coffee Mills
Landers, Frary & Clark, New Britain, Conn.

Cobblers' Sets
Jas. Smart Mfg. Co., Brockville.

Coffee Percolators
Thos. Davidson Mfg. Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Coffee Urns
Wrought Iron Range Co., Toronto.

Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto.

Coils, Combination
Pease Foundry Co., Toronto.

Colors in Japan
The Lowe Bros. Co., Toronto.

Colors, Distemper
The Lowe Bros. Co., Toronto.

Colors in Oil
The Lowe Bros. Co., Toronto.

Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville.
Pedlar People, Limited, Oshawa.

Commutator Stones
Cleveland Stone Co., Cleveland, Ohio.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Conductor Hooks
Wheeler & Bain, Toronto.

Conductor Hooks, All Steel
Metallic Roofing Co., Toronto and Winnipeg.

Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg., Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Coping Saws
Bridgeport Hdwe. Mfg., Corp., Bridgeport, Conn.

Copper Ingots
M. & L. Samuel, Benjamin & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Copper Sheets
M. & L. Samuel, Benjamin & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Compound, Master Builders'
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Coils
Northern Electric Co., Montreal.

Cold Chisels
Canadian Edge Tool Co., Galt.

Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.

Conduit Accessories
Northern Electric Co., Montreal.

Cooking Apparatus
Northern Electric Co., Montreal.

Copying Presses
Jas. Smart Mfg. Co., Brockville.

Corn Brooms
T. S. Simms & Co., St. John, N.B

Cotton Waste
Prairie City Oil Co., Winnipeg.

Corner Feed Boxes
Jas. Smart Mfg. Co., Brockville.

Corner Hay Racks
Jas. Smart Mfg. Co., Brockville.

Corner Mangers
Jas. Smart Mfg. Co., Brockville.

Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Counters
Cameron & Campbell, Toronto.
Walker, Bin & Store Fixture Co., Kitchener, Ont.

Countersinks
Goodell-Pratt Co., Greenfield, Mass.

Couplings, Trailer
Fernald Mfg. Co., North East, Pa.

Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal.

Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell, Ill.

Cuspidors
Thos. Davidson Mfg., Co., Ltd., Montreal.

Crack Filler
The Lowe Bros Co., Toronto.

Crowbars
B. J. Coghlin & Co., Montreal.

Culverts
Pedlar People, Limited, Oshawa.

Cut Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learmont & Co., Montreal.
Geo. Wostenholm & Son, Sheffield, Eng.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara Falls, Ont.
Lewis Bros., Ltd., Montreal.
J. Wiss & Son, New York.

Cutlery, Cabinets of
Geo. Wostenholm & Son, Sheffield, Eng.

Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Geo. Wostenholm & Son, Sheffield, Eng.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cutters, Paper
Walter Woods & Co., Hamilton.

Cotter Pins
Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cross Arms
Northern Electric Co., Montreal.
Lachute Shuttel Co., Lachute Mills, Que.

Cottage Latches
Jas. Smart Mfg. Co., Brockville.

Crimped Iron Sheets
Wheeler & Bain, Toronto.

Cut Nippers
L. S. Starrett & Co., Athol, Mass.

Cylinder Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Cycles
Johnson's, Iver Arms & Cycle Wks., Fitchburg, Mass.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dandy Brushes
Boeckh Bros., Toronto.

Damper Regulators
Pease Foundry Co., Toronto.

Desks, School
Jas. Smart Mfg. Co., Brockville.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands
Cameron & Campbell, Toronto.

Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.

Door Buttons, Steel
Fernald Mfg. Co., North East, Pa.

Door Bolts
Richards-Wilcox Canadian Co., Ltd., London.
The Stanley Works, New Britain, Conn.

Door Checks
Wm. Newman & Sons., Birmingham, Eng.

Doors, Fireproof
Metallic Roofing Co., Toronto and Winnipeg.

Door Hangers
Allith Mfg. Co., Hamilton.
Richards-Wilcox Canadian Co., Ltd., London.

Doors, Kalameined
Metallic Roofing Co., Toronto and Winnipeg.

Door Mats
Andrews Wire Wrks, Ltd., Watford, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

Doors, Sheet Metal, Fire
Pedlar People, Limited, Oshawa.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons., Birmingham, Eng.

Driers
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg

Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton

Dies, Threading
Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg.

Disinfectant, Powder
Wakyte Mfg. Co., Winnipeg.

Die Stocks
Wells Bros. Co. of Canada, Galt.

Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.

Double Guns
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor.

Draw Knives
Canadian Edge Tool Co., Galt.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drills, Star
Richards-Wilcox Canadian Co., Ltd., London.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters, Feather
Walter Woods & Co., Hamilton.

Dusters
Channel Chemical Co., Toronto.

Dry Batteries
Canadian H. W. Johns-Manville Co., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Coverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Dry Colors
Brandram-Henderson, Ltd., Halifax, N.S.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Great West Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.

Eave Trough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Northern Electric Co., Ltd., Montreal.

Electric Lighting Fixtures
Barton-Netting Co., Windsor.

Electric Fans
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Dust Pans
Andrews Wire Works, Watford.

Dynamos
Northern Electric Co., Montreal.

Egg Beaters
Collette Mfg. Co., Collingwood.
Andrews Wire Works, Watford.

Electric Flashlights
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.
National Electric Heating Co., Toronto.

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electrical Tools
Northern Electric Co., Ltd., Montreal.

Electrical Supplies
Northern Electric Co., Ltd., Montreal.

Electrical Household Specialties
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

Electro Plated Ware
Geo. Wostenholm & Son, Sheffield, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Electric Door Fixtures
Richards-Wilcox Canadian Co., Ltd., London.

Electric Irons
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

Electric Toasters
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
R. C. Jamieson & Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Enamels, Bicycle
The Lowe Bros. Co., Toronto.

Enamels, High Gloss
Benjamin Moore & Co., Ltd., Toronto.

Enamels, Waggon and Carriage
Benjamin Moore & Co., Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electric Engine Warmers
National Electric Heating Co., Toronto.

Electric Ranges
National Electric Heating Co., Toronto.

Electric Water Heaters
National Electric Heating Co., Toronto.

Engine Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Engines, Gasoline
Manitoba Engines, Brandon, Man.
Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.
Envelopes
Walter Woods & Co., Hamilton.
Extension Ladders
Stratford Mfg. Co., Ltd., Stratford.
Fanlight Openers
Jas. Bartland & Son, Ltd., Birmongham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Faucets
Jas. Morrison Brass Mfg. Co., Toronto.
Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.
Felt, Tarred
J. H. McComb Ltd., Montreal, Que.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Fencing, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd. Hamilton.
Caverhill, Leamont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co., Woodstock.
Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Fenders, Wire
B. Greening Wire Co., Ltd., Hamilton.
Files
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton
Finials, Metallic
Metallic Roofiing Co., Toronto and Winnipeg.
Fillers
The Lowe Bros. Co., Toronto.
Benjamin Moore Co., Ltd., Toronto.
Filters
Thos. Davidson Mfg. Co., Montreal.
Engines, Kerosene
Manitoba Engines, Brandon, Man.
Extinguishers, Fire
Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto
Feed Grinders
Manitoba Engines, Brandon, Man.
Firearms
Johnson's Iver Arms & Cycle Works, Fitchburg, Mass.
Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Fire Doors
Richards-Wilcox Canadian Co., Ltd., London.
Fire Door Hardware
Allith Mfg. Co., Hamiuton.
Richards-Wilcox Canadian Co., Ltd., London.
Fire Extinguishers
Gutta Percha & Rubber, Ltd., Toronto.
Fireplace Furnishings
Barton Netting Co., Windsor.
Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg.
Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg.
Flashlights, Electric
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Flexible Shafting
Chicago Flexible Shaft Co., Chicago, Ill.
Flint Cloths
John Oakey & Sons, London, Eng.
Fittings
Pease Foundry Co., Toronto.
Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Floor Paints
Benjamin Moore & Co., Ltd., Toronto.
Fly Catchers
Walter Woods & Co., Hamilton.
Flush Tanks
Jas. Morrison Brass Mfg. Co., Toronto.
Fly Swatters
Andrews Wire Wks., Co., Ltd. Watford, Ont.
Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford.
Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Foot Powers
Goodell-Pratt Co., Greenfield, Mass.
Fire Alarm Apparatus
Northern Electric Co., Montreal.
Fittings
Pease Foundry Co., Toronto.
Farm Lighting Outfits
Northern Electric Co., Montreal.
Fittings, Stable
Jas. Smart Mfg. Co., Brockville.
Fixtures, Boat
Jas. Smart Mfg. Co., Brockville.
Fixtures, Chair
Jas. Smart Mfg. Co., Brockville.
Fixtures, Gate
Jas. Smart Mfg. Co., Brockville.
Floor Oil
Prairie City Oil Co., Winnipeg.
Force Cups
Canadian Consolidated Ruber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Forgings
Steel Co., of Canada, Ltd., Hamilton.
Fruit Jars
Walter Woods & Co., Hamilton.
Friction Taps
Northern Electric Co., Ltd., Montreal.
Forstner Bits
Progressive Mfg. Co., Torrington, Conn.
Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Furnaces, Warm Air
Burrow, Stewart & Milne Co., Hamilton.
Clare Bros. Co., Ltd., Preston.
Findlay Bros. Co., Carleton Place, Ont.
Kir-Ben, Ltd., Almonte, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pease Foundry Co., Toronto.
D. Moore Co., Ltd., Hamilton.
Jas. Smart Mfg. Co., Ltd., Brockville.
Wheeler & Bain, Toronto.
Furniture Polish
Buffalo Specialty Co., Bridgeburg.
Channel Chemical Co., Toronto.
Gages
L. S. Starrett Co., Athol, Mass.
Wells Bros. Co. of Canada, Galt.
Galvanized Iron Cornices
Metalic Roofing Co., Toronto and Winnipeg.
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal.
Galvanized Steel Tanks
Pedlar People Limited, Oshawa.
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
M. & L. Samuel, Benjamin & Co., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.
Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto.
Fore Planes
National Machinery & Supply Co., Hamilton.
Furnaces, Combination
Pease Foundry Co., Toronto.
Furnaces, Pipeless
Pease Foundry Co., Toronto.
Fuses
Northern Electric Co., Montreal.
Gages, Cylindrical Limit
Wells Bros. Co. of Canada, Galt.
Gages, Plug and Templet
Wells Bros. Co. of Canada, Galt.
Gages, Thread Turret
Wells Bros. Co. of Canada, Galt.
Gages, Screw Pitch
Wells Bros. Co. of Canada, Galt.
Galvanizing
Thos. Davidson Mfg. Co., Montreal.
Allith Mfg. Co., Hamilton.
Games
Schultz Bros. Co., Brantford.
Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
Gasoline Drums
Wininpeg Ceiling & Roofing Co., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.
Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Schoener Mfg. Co., St. Cloud, Minn.
Garage Hardware
Richards-Wilcox Canadian Co., Ltd., London.
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.
Garages, Portable
Winnipeg Ceiling & Roofing Co., Winnipeg.
The Pedlar People, Oshawa.
Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville.
Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville.
Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Imp. Co., Toronto.
Glass, Plate
Toronto Plate Glass Imp. Co., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto.
Glass, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto.
Glass, Stained
Toronto Plate Glass Imp. Co., Toronto.
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Imp. Co., Toronto.
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
Glues
R. C. Jamieson & Co., Ltd., Montreal.
Grain Scoops
Wakyte Mfg. Co., Winnipeg.
Granaries, Portable Metallic
Pedlar People Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Granary Lining
Metallic Roofing Co., Toronto and Winnipeg.
Grease Cups, Pressed Steel and Brass
Canadian Wrinkley Co., Windsor
Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Canadian Co., Ltd., London.
Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
Generators
Northern Electric Co., Montreal.
Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto.
Glass, Window
Excelsior Plate Glass Co., Toronto.
Toronto Plate Glass Imp. Co., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Windshield
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Fancy
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Prismatic
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Greases, Transmission
Prairie City Oil Co., Winnipeg.
Gloves, Rubber
Northern Electric Co., Montreal.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Guns
Johnson's Iver Arms & Cycle Works, Fitchburg, Mass.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works Ltd., Hamilton, Ont.
Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.
Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Halters
G. L. Griffith & Co., Stratford.
Halters, Rope
G. L. Griffith & Co., Stratford.
Halters, Rawhide
R. R. Kinread, Winnipeg.

Hammers
Stanley Rule & Level Co., New Britain, Conn.
Jas. Smart Mfg. Co., Brockville.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hammer Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Handles
The Stanley Works, New Britain, Conn.

Handles, All Kinds
Lachute Shuttle Co., Ltd., Lachute Mills, Que.
Wilkinson & Kompass, Hamilton
J. H. Still Mfg. Co., St, Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Co., Ltd., London, Ont.
The Stanley Wks., New Britain, Conn.
Fernald Mfg. Co., North East, Pa.

Hangers, Door and Track
Allith Mfg. Co., Ltd., Hamilton.
Canada Steel Goods Co., Hamilton.

Hangers, Garment
Andrews Wire Works, Watford.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton.

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hangers, Storm Sash
Fernald Mfg. Co., North East, Pa.

Hangers, Joist
Richards Wilcox Canadian Co., Ltd., London.

Hardwood Lumbers
D. Ackland & Son, Winnipeg.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Andrews Wire Works, Watford.

Harness
G. L. Gifford & Co., Stratford.

Harness Oil
Prairie City Oil Co., Winnipeg, Man.

Hardware, Barn Door
R. Dillon & Sons, Oshawa, Ont.

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heating Apparatus
Kir-Ben, Ltd., Almonte, Ont.
Pease Foundry Co., Toronto.

Heaters, School
Kir-Ben, Limited, Almonte, Ont.

Heaters
Thos. Davidson Mfg. Co., Ltd., Montreal.
D. Moore Co., Hamilton.

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
Steel Co., of Canada, Ltd., Hamilton.
Jas. Smart Mfg. Co., Brockville.
The Stanley Works, New Britain, Conn.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Hoops and Bands
M. & L. Samuel, Benjamin & Co., Toronto.

Horse Singers
Collins Mfg. Co., Toronto.

Horse Blankets
Burlington Windsor Blanket Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co. Ltd., Toronto.

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harvester Oil
Prairie City Oil Co., Winnipeg.
Excelsior Plate Co., Toronto.
Jas. Smart Mfg. Co., Brockville.

Heaters, Globe
Wheeler & Bain, Toronto.

Heaters and Ventilators
Pease Foundry Co., Toronto.

Heels, Leather
Beardmore & Co., Toronto.

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Holders, Christmas Tree
Fernald Mfg. Co., North East, Pa.

Hollow Ware, Cast Iron
Jas. Smart Mfg. Co., Brockville.
D. Moore Co., Hamilton.

Hooks, Hat and Coat
Jas. Smart Mfg. Co., Brockville.

Horse Nose Guards
Andrews Wire Works, Watford.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto.

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Horse Covers, Rubber
Canadian Consolidated Rubber, Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd., Hamilton.
Wilkinson & Kompers, Hamilton.

Horse Nails
D. Ackland & Son, Winnipeg.

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto.

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.
Goodyear Tire & Rubber Co., Toronto.

Household Brushes
Boeckh Bros., Toronto.
Meakins & Son, Hamilton.
T. S. Simins & Co., St. John, N.B.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Scrapers
James Bros. Co., Perth.

Ignition Accessories
Northern Elec. Co., Montreal.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
L. S. Starrett Co., Athol, Mass.

Indicators, Test
L. S. Starrett Co., Athol, Mass.

Ingot Metals
M. & L. Samuel, Benjamin & Co., Toronto.

Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Insulators
Northern Electric Co., Montreal.

Insulating Material
Northern Elec. Co., Montreal.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Instruments, Electrical
Northern Elec. Co., Montreal.

Interphones
Northern Elec. Co., Montreal.

Ironing Boards
Schultz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.

Iron Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Electric
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Irons, Gas
National Stamping & Electric Works, Chicago, Ill.

Jacks, Waggon
Richards-Wilcox Canadian Co., Ltd., London.

Jacks, Automobile
Richards-Wilcox Canadian Co., Ltd., London.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Jas. Smart Mfg. Co., Brockville.

Japans, Colors
The Lowe Bros. Co., Toronto.
Benjamon Moore, Co., Ltd., Toronto.

Joint Planes
National Machinery & Supply Co., Hamilton.

Junction Boxes
Northern Electric Co., Montreal.

Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.

Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.

Kiddie Auto Cars
Schultz Bros Co., Brantford.

Knives, Cook
John Chatillon & Sons, New York, N.Y.

Kalsomined Doors and Windows
Metalic Roofing Co., Toronto and Winnipeg.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Utensils
The Carborundum Co., Niagara Falls, N.Y.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Table, Oyster, Carving, Bread, Slicers
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Ladders
Walter Woods & Co., Hamilton.

Ladders, Shelf
Allith Mfg. Co., Hamilton.
McFarlane Ladder Works, Toronto.
Richards-Wilcox Canadian Co., Ltd., London.

Ladders, Fruit-Picking
Stratford Mfg. Co., Stratford.

Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Step
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.
Northern Electric Co., Montreal.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Lamps, Hand
Interstate Electric Novelty Co., Toronto.

Lamps, Gasoline, Table & Hall
National Stamping & Electric Works, Chicago, Ill.

Lamps, Electric
Canadian Laco-Phililps Co., Toronto.
Interstate Electric Novelty Co., Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
Wilkes, Martin, Wilkes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lantern Globes
Walter Woods & Co., Hamilton.

Lanterns
Thos. Davidson Mfg. Co., Ltd., Montreal.
National Stamping & Electric Works, Chicago, Ill.

Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg.

Latches
Allith Mfg. Co., Hamilton.
The Stanley Works, New Britain, Conn.
Richards-Wilcox Canadian Co., Ltd., London.

Lead, Pig
M. & L. Samuel, Benjamin & Co., Toronto.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheet
Hoyt Metal Co., Toronto.

Lamps, Incandescent
Northern Electric Co., Montreal.

Lamps, Nitrogen
Canadian Laco-Phillips Co., Toronto.

Latches, Sliding Door
National Machinery & Supply Co., Hamilton.

Lawn Swings
Stratford Mfg. Co., Ltd., Stratford.

Lawn Seats
Stratford Mfg. Co., Ltd., Stratford.

Lawn Gates
McGregor Banwell Fence Co., Ltd., Walkerville.

Lawn Settees
McFarlane Ladder Works, Toronto.

Lawn Mowers
Jas. Smart Mfg. Co., Brockville.

Lead Traps and Bends
Hoyt Metal Co., Toronto.

Leather Soles
Beardmore & Co., Toronto.

Levels
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lifts
Beardmore & Co., Toronto.

Lines, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Lighting Outfits, Automobile
Northern Electric Co., Montreal.

Lime
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd., Montreal.

Liquid Paints
The Lowe Bros. Co., Toronto.

Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.

Loaded Paper Shot Shells
Remington Arms-Union Metallic Cartridge Co.

Locks
Springer Lock Mfg. Co., Belleville.

Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto.

Lumberman's Tools
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Machines, Hand and Power,
D. Ackland & Son, Winnipeg.

Machinery and Supplies
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Mantels and Grates
Barton Netting Co., Windsor.

Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto.

Machines, Blacksmiths' Drilling
Jas. Smart Mfg. Co., Brockville.

Machine Dies
Wells Bros. Co. of Canada, Galt.

Machine Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Machinists' Vises
National Machinery & Supply Co., Hamilton.

Mantels and Tile
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Shingles, Siding, etc.
Roofers' Supply Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Polish
Prairie City Oil Co., Winnipeg.

Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal.

Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg.

Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg.

Metal Window Hardware
The Stanley Works, New Britain, Conn.

Metal Doors
Pedlar People, Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd. Montreal.

Mirrors
Toronto Plate Glass Imp. Co., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mops, Twine
T. S. Simms & Co., Ltd., St. John.

Mops
Channel Chemical Co., Toronto.
Jas. Smart Mfg. Co., Brockville.

Monel Metal
International Nickle Co., New York

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.
Canada Dry Cells, Ltd., Winnipeg.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal.
Eclipse Mfg. Co., Indianapolis, Ind.
Line, Hansen & Kimball, Moose Jaw, Sask.

Motors, Outboard
Evinrude Motor Co., Milwaukee, Wis.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoes
Evinrude Motor Co., Milwaukee, Wis.

Motor Tire Supplies
Gutta Percha & Rubber, Toronto

Motors, Electric
Northern Electric Co., Montreal.

Motor Generators
Northern Electric Co., Montreal.

Muzzles, Horse
Andrews' Wire Works, Watford.

Motorcycles
Johnson's, Iver Arms & Cycle Wks., Fitchburg, Mass.

Motor Cars
Hyslop Bros., Ltd., Toronto.

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co., of Canada, Ltd., Hamilton.

Nails
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.
Western Wire & Nail Co., London.

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto.

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Nevada Silver
McGlashon, Clarke Co., Niagara Falls, Ont.

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Nickel Plating
McGlashon, Clarke Co., Niagara Falls, Ont.

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York.

Nickel Silver
McGlashan, Clarke Co., Niagara Falls, Ont.

Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Nitrogen Lamps
Canadian Laco-Phillips Co., Toronto.

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Stanley Works, New Britain, Conn.

Oils
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Oil Cake
Dominion Linseed Oil Co., Montreal.

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg.

Oils, Motor
Hyslop Bros., Ltd., Toronto.
Prairie City Oil Co., Winnipeg.

Oil, Furniture
Prairie City Oil Co., Winnipeg.

Oil, Road
Prairie City Oil Co., Winnipeg.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Cups
Canadian Winkley Co., Windsor.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Stones
Cleveland Stone Co., Cleveland. Ohio.

Oil Colors
The Lowe Bros. Co., Toronto.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Oil Stains
The Lowe Bros. Co., Toronto.

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ovens
Andrews Wire Works, Watford.

Overhead Carriers
Richards-Wilcox Canadian Co., Ltd., London.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Son, Winnipeg.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benj. Moore & Co., Toronto.
The Lowe Bros. Co., Toronto.
The Ottawa Paint Wks., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, Aluminum
Brandram - Henderson, Ltd., Halifax, N.S.
The Lowe Bro., Co., Toronto.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.

Paint, Bridge
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
Benjamin Moore & Co., Ltd., Toronto.
The Lowe Bros. Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
McArthur Irwin, Montreal.

Paint, Cement Coating
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, Concrete
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
Benjamin Moore & Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal.

Paint, Flat Wall
Brandram - Henderson, Ltd., Halifax, N.S.
The Lowe Bros. Co., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, Floor
Brandram - Henderson, Ltd., Halifax, N.S.
The Lowe Bros. Co., Toronto,
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, Galvanized Iron, Metal
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
The Lowe Bros. Co., Toronto,
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.

Paint, Graphite
The Lowe Bros. Co., Toronto,
Paint, House Colors
The Lowe Bros. Co., Toronto,
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Paint, Mixed
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
McArthur Irwin, Montreal.
The Lowe Bros. Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Paint, Marine
The Lowe Bros. Co., Toronto.
Benjamin Moore & Co., Ltd., Toronto.
Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto.
Paint, Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
Paint, Structural
Benjamin Moore & Co., Ltd., Toronto.
Paint, Red Lead
R. C. Jamieson & Co., Ltd., Montreal.
Paints, White Lead
Brandram - Henderson, Ltd., Halifax, N.S.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Paint, White Zinc
Benjamin Moore & Co., Ltd., Toronto.
Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto.
Paint and Varnish Remover
R. C. Jamieson & Co., Ltd., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
General Sales Co., Toronto.
Spielmann Agencies, Montreal.
Parcel Carriers
Gine-Hazard Store Service Co., Montreal.
Paris Green
McArthur Irwin, Montreal.
Park Seats
Stratford Mfg. Co., Ltd., Stratford.
Jas. Smart Mfg. Co., Brockville.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Percussion Caps
Remington Arms Union Metallic Cartridge Co., Windsor.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., St. Marys, Ont.
Pig Iron
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.
Pins, Cotton
Steel Co. of Canada, Ltd., Hamilton.
Pins, Escutcheon
Parmenter & Bulloch, Gananoque.
Pipe Covering, Asbestos
Pease Foundry Co., Toronto.
Pipe Thread Gages
Wells Bros Co. of Canada, Ltd., Galt.
Pipe Stocks and Dies
Wells Bros Co. of Canada, Ltd., Galt.
Pipe, Wrought, Black and Galvanized
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Pease Foundry Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Lewis Bros., Ltd., Montreal.
Trimont Mfg. Co., Roxbury, Mass.
Pipe, Galv'd, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pipe, Lead
Hoyt Metal Co., Toronto.
Pipe, Stove
Collins Mfg. Co., Toronto.
Pipe, Rain Water Conductor
Metallic Roofing Co., Toronto and Winnipeg.
Pipe Vises
National Machinery & Supply Co., Hamilton.
Pistols
Johnson's, Iver-Arms & Cycle Works, Fitchburg, Mass.
Planes
Caverhill, Learmont & Co., Montreal.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton.
Plasters
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Plasterer's Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.
Plates, Felloed, Sheared and Punched.
Wrought Washer Mfg. Co., Milwaukee, Wis.
Planters
Eureka Planter Co., Woodstock,
Plated Ware
McGlashan, Clarke Co., Niagara Falls, Ont.
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Crescent Tool Co., Jamestown, N.Y.
Pliers, Combination
Crescent Tool Co., Jamestown, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg.
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.
Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Plumbers' Supplies, Rubber
Gutta Percha & Ruber, Ltd., Toronto.
Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal.
Pole Line Material
Northern Electric Co., Montreal.
Potato Masbers
Andrews Wire Works, Watford.
Portable Metallic Granaries
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Poultry Specifics
W. A. Jenkins Mfg. Co., London.
Power Apparatus
Northern Electric Co., Montreal.
Primers
Remington Arms-Union Metallic Cartridge Co., Windsor.
Protractors
L. S. Starrett Co., Athol, Mass.
Polish, Floor
Channel Chemical Co., Toronto.
Polish, Furniture
Channel Chemical Co., Toronto.
Buffalo Specialty Co., Bridgeburg.
Wakyte Mfg. Co., Winnipeg.
Poultry Netting
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood.
Powder
Dominion Cartridge Co., Ltd., Montreal.
Hercules Powder Co., Wilmington, Del.
Powder, Smokeless
Hercules Powder Co., Wilmington, Del.
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Precision Tools
Goodell-Pratt Co., Greenfield, Mass.
Post Hole Augurs and Diggers
Richards-Wilcox Canadian Co., Ltd., London.
Pudlo
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Pullers, Nail
Jas. Smart Mfg. Co., Brockville.
Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
F. E. Myer & Bro., Ashland, O.
Jas. Smart Mfg. Co., Brockville.
Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
Pumps, Tire—Engine Driven
Kellog Mfg. Co., Rochester, N.Y.
Pump Jacks
Manitoba Engines, Brandon, Man.
Pump Cylinders, Well
Jas. Smart Mfg. Co., Brockville.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Quick Shift
Fernald Mfg. Co., North East, Pa.
Radiator Cement
Northwestern Chemical Co., Marietta, Ohio.
Radiators, Water or Steam
Pease Foundry Co., Toronto.
Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.
Rakes
Ward & Payne, Sheffield, Eng.
Ranges, Coal and Wood
Burrow, Stewart & Milne Co., Hamilton.
Clare Bros. Co., Preston, Ont.
Thos. Davidson Mfg. Co., Montreal.
Findlay Bros. Co., Carleton Place, Ont.
Kir-Ben, Ltd., Almonte, Ont.
Pease Foundry Co., Toronto.
D. Moore Co., Ltd., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Wrought Iron Range Co., Toronto.
Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Rat Poison
Buffalo Specialty Co., Bridgeburg.
Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Montreal.
Reamers
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass
Razor Hones
The Carborundum Co., Niagara Falls, N.Y.
Razor Strops
The Carborundum Co., Niagara Falls, N.Y.
Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York.
Razors, Safety
Gillette Safety Razor Co., Ltd., Montreal.
Refiners of Oil
Dominion Linseed Oil Co., Montreal.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kir-Ben, Ltd., Almonte, Ont.
Pease Foundry Co., Toronto.
Reinforcement for Concrete
McGregor, Banwell Fence Co., Ltd., Walkerville.
Reamers
Wells Bros Co. of Canada, Ltd., Galt.
Reamers, Pipe
Wells Bros Co. of Canada, Ltd., Galt.
Rectifiers
Northern Electric Co., Montreal.
Registers, Floor
Jas. Smart Mfg. Co., Brockville.
Registers, Cast Iron
Pease Foundry Co., Toronto.
Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg.
Revolvers
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's Iver Arms & Cycle Wks., Fitchburg, Mass.
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Rifles, Big Game
Remington Arms-Union Metallic Cartridge Co., Windsor.
Rifles, Boy Scout
Remington Arms-Union Metallic Cartridge Co., Windsor.
Rifles, High Power
Remington Arms-Union Metallic Cartridge Co., Windsor.
Rifles, Sporting
Remington Arms-Union Metallic Cartridge Co., Windsor.
Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Rivets
Brown, Boggs Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Rocking Horses
Schultz Bros. Co., Brantford.
Roller Crushers
Manitoba Engines, Brandon, Man.

Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood.
Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.
Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Roofing
Bird & Son, East Walpole, Mass.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Roofing, Rubber
J. H. McComb, Ltd., Montreal.
Roofing, Felt
J. H. McComb, Ltd., Montreal.
Roofing, Roll
Bird & Son, East Walpole, Mass.
Roofing Supplies
Bird & Son, East Walpole, Mass.
J. H. McComb, Ltd., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Roofs, Silo
Pedlar People, Ltd., Oshawa.
Rope, Cotton
Star Brand—All Jobbers.
Rubber Cement
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Footwear
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Goods
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Mats
Canadian Consolidated Rubber Co., Montreal.
Rules
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.
Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Saddlery Brushes
T. S. Simms & Co., St. John, N.B.
Sad Irons
Jas. Smart Mfg. Co., Brockville.
Safety Razors
Gillette Safety Razor Co., Ltd., Montreal.
Sanitary Closets
Wakyte Mfg. Co., Winnipeg.
Sash Cord
"Hercules" Brand—All Jobbers.
"Star Spiral" Brand—All Jobbers.
Saws
Caverhill, Learmont & Co., Montreal.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.
Saws, Crosscut and Hand
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.
Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Simmonds Canada Saw Co., Montreal.
Victor Saw Works, Ltd., Hamilton, Ont.
Saw Sets
Goodell-Pratt Co., Greenfield, Mass.
Scales
Clare Bros. Co., Ltd., Preston.
Hall, Zryd Foundry Co., Ltd., Hespeler.
D. Moore Co., Ltd., Hamilton.
Scales and Balances
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow Stewart & Milne Co., Hamilton.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
James Smart Mfg. Co., Ltd., Brockville.
Scales, Pitless
Aylmer Pump & Scale Co., Aylmer, Ont.
Scales, Wagon Stock
Aylmer Pump & Scale Co., Aylmer, Ont.
School Heaters
Kir-Ben Ltd., Almonte, Ont.
Screws
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
Screw Plates
Wells Bros. Co. of Canada, Galt.
Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Screen Door Sets
Fernald Mfg. Co., North East, Pa.
The Stanley Works, New Britain, Conn.
Screen Hangers
Fernald Mfg. Co., North East, Pa.
Screens
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Screw Drivers
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.
Scrapers
Stanley Rule & Level Co., New Britain, Conn.
Scythe Stones
Cleveland Stove Co., Cleveland, Ohio.
The Carborundum Co., Niagara Falls, N.Y.
Searchlights
Northern Electric Co., Montreal.
Shades, Gas, Electric Fixtures
Northern Electric Co., Montreal.
Shaving Strops
The Carborundum Co., Niagara Falls, N.Y.
Shaft Ends, Steel Socket
Fernald Mfg. Co., North East, Pa.
Separator Oil
Prairie City Oil Co., Winnipeg, Man.
Shackles, Guy Rope
Schultz Bros. Co., Ltd., Brantford.
Shaft Ends, Steel Sockets
Fernald Mfg. Co., North East, Pa.
Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Shears, Garden
Ward & Payne, Sheffield, Eng.
Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York.
Sheathings, Tarred and Dry
J. H. McComb, Ltd., Montreal, Que.
Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg.
Shells, Empty Paper Shot
Remington Arms-Union Metallic Cartridge Co., Windsor.
Shells, Loaded
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Ltd., Montreal.
Shells, Shot
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Shellac
Northwestern Chemical Co., Marietta, Ohio.
McArthur Irwin, Montreal.
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Shingles, Asphalt
Bird & Son, East Walpole, Mass.
Single Guns
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Sink Casters, Card
Jas. Smart Mfg. Co., Brockville.
Sinks, Cast Iron
Jas. Smart Mfg. Co., Brockville.
Sledges
Jas. Smart Mfg. Co., Brockville.
Shelf Boxes
Cameron & Campbell, Toronto.
Shingles, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Shelves, Glass
Kinzinger Bruce & Co., Niagara Falls, Ont.
Shingle Stains
McArthur Irwin, Montreal.
Shot
Steel Co. of Canada, Ltd., Hamilton.
Shot Guns
Dominion Cartridge Co., Ltd., Montreal.
Johnson's Iver Arms & Cycle Works, Fitchburg, Mass.
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms—Union Metallic Cartridge Co., Windsor.
Marble Arms & Mfg. Co., Gladstone, Mich.
Shot Guns, Repeating
Remington Arms—Union Metallic Cartridge Co., Windsor.
Silo Roofs
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Limited, Oshawa.
Silverware
Canadian Wm. A. Rogers, Ltd., Toronto.
McGlashan Clarke Co., Niagara Falls, Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Silversmiths
Canadian Wm. A. Rogers, Ltd., Toronto.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.
Shuttles
Lachute Shuttle Co Lachute Mills, Que.
Smooth Planes
National Machinery & Supply Co., Hamilton.
Sliding Door Hardware
Allith Mfg. Co., Hamilton.
Sidings, Metal
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Silent Salesmen
Walker Bin & Store Fixture Co., Kitchener.
Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Sockets
Northern Electric Co., Montreal.
Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sink Strainers
Andrews Wire Works Co., Ltd., Watford, Ont.
Skylights
Pedlar People Limited, Oshawa,
Wheeler & Bain, Toronto.
Solder
Hoyt Metal Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Speed Indicators
L. S. Starrett Co., Athol, Mass.
Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.
Andrews Wire Works, Watford.
Soap, Automobile
Prairie City Oil Co., Winnipeg.
Soles, Leather
Beardmore & Co., Toronto.
Sole Leather
Beardmore & Co., Toronto.
Spelter
M. & L. Samuel, Benjamin & Co., Toronto.
Spark Plugs
W. T. Evans, 1684 St. Urbain St., Montreal.
Interstate Electric Novelty Co., Montreal.
Northern Electric Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.
Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.
Sponges
Evans & Co., Montreal
Spoons
Canadian Wm. A. Rogers., Ltd., Toronto.
McGlashan Clarke Co., Niagara Falls Ont.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sponge Baskets
Kinzinger Bruce & Co., Niagara Falls, Ont.
Sporting Goods
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood.
Thos. Davidson Mfg. Co., Montreal.
Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spraying Pumps
Jas. Smart Mfg. Co., Brockville.
Spring Dies
Wells Bros. Co. of Canada, Galt.
Spring Hinges
Fernald Mfg. Co., North East, Pa.
Wm. Newman & Sons, Birmingham, Eng.
Springs, Shoe Door
Wm. Newman & Sons, Birmingham, Eng.
Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.
Spring Shackle Bolts
Canadian Winkley Co., Windsor.
Squares, Wood and Steel
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Stains, Shingle
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
The Ottawa Paint Works, Toronto.
Sherwin-Williams Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Oil, Wood
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Mont-Montreal.

Stains, Wood
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Mont-Montreal.

Stable Brushes
T. S. Simms & Co., St. John, N.B.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg.

Steel Bending Brakes
Steel Bending Brake Works, Chatham.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Nova Scotia Steel Co., New Glasgow, N.S.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Nova Scotia Steel Co., New Glasgow, N.S.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton.

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton.

Step Ladders
Beatty Bros., Ltd., Fergus.
Stratford Mfg. Co., Ltd., Stratford.

Step-Ladder Chairs
Schutz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Stock Foods
W. A. Jenkins Mfg. Co., London, Ont.

Stock Specifics
W. A. Jenkins Mfg. Co., London, Ont.

Store Ladders
McFarlane Ladder Works, Toronto.

Stoves
Canada Stove & Foundry Co., St. Laurent, Que.
Enterprise Foundry Co., Sackville, N.B.
Clare Bros. & Co., Preston.
Findlay Bros., Carleton Place.
D. Moore Co., Hamilton, Ont.
Kir-Ben, Ltd., Almonte, Ont.
The Jas. Smart Mfg. Co., Brockville.
Record Fdy. & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Burrow Stewart & Milne, Hamilton.

Stoves, Electric
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.

Store Fixtures
Walker Bin & Store Fixture Co., Kitchener.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Strainers, Tea
Andrews Wire Works Co., Ltd., Watford, Ont.

Store Fronts, Metal
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Starters, Induction, Motor
Northern Electric Co., Montreal.

Suction Pumps
Wheeler & Bain, Toronto.

Suction Pump Valves
Wheeler & Bain, Toronto.

Street Lighting Equipment
Northern Electric Co., Montreal.

Switches
Northern Electric Co., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Richards-Wilcox Canadian Co., Ltd., London.

Sweat Pads
Burlington Windsor Blanket Co., Toronto.

Switchboard and Equipment
Northern Electric Co., Montreal.

Swivel Base Vises
National Machinery & Supply Co., Hamilton.

Tacks
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Taps
Butterfield & Co., Rock Island, Que.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.

Tanks
Beatty Bros., Ltd., Fergus.
Pease Foundry Co., Toronto.
Wheeler & Bain, Toronto.

Tank Heaters
Pease Foundry Co., Toronto.

Tanks, Expansion
Pease Foundry Co., Toronto.

Tanks, Pneumatic
National Equipment Co., Toronto.

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
L. S. Starrett Co., Athol, Mass.

Terne Plates
M. & L. Samuel, Benjamin & Co., Toronto.

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto,

Tiling, Fireplace, Wall, Etc.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Tiling, Rubber
Gutta Percha & Rubber, Ltd., Toronto.

Tin Plates
M. & L. Samuel, Benjamin & Co., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Thimbles, Builders'
Collins Mfg. Co., Toronto.

Tiling, Walls and Floors
Barton Netting Co., Windsor.

Tile, Ceramic
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Taps and Dies
Wells Bros. Co. of Canada, Galt.

Tap and Die Holders
Wells Bros. Co. of Canada, Galt.

Tapes and Compounds
Northern Electric Co., Montreal.

Tap Wrenches
Wells Bros. Co. of Canada, Galt.

Telephones and Equipment
Northern Electric Co., Montreal.

Tiling, Rubber
Gutta Percha & Rubber, Toronto.

Tinned Sheets
M. & L. Samuel, Benjamin & Co., Toronto.

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Tin, Straits
M. & L. Samuel, Benjamin & Co., Toronto.

Tin, Ingot
M. & L. Samuel, Benjamin & Co., Toronto.

Tinsmiths' Snips
J. Wiss & Son, New York.

Tinsmiths' Machinery
Steel Bending Brake Works, Chatham.

Toasters, Electric
Landers, Frary & Clark, New
Northern Electric Co., Ltd., Montreal.

Tinstock
Pease Foundry Co., Toronto.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Gutta Percha & Rubber Co., Toronto.

Taps, Table and Counter
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Toasters, Gas
Andrews Wire Works Co., Ltd., Watford, Ont.

Tools
Buck Bros., Milbury, Mass.
Crescent Tool Co., Jamestown, N.Y.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lachute Shuttle Co., Limited, Lachute Mills, Que.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
James Smart Mfg. Co., Ltd., Brockville.

Tools, Garden
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio.

Tools, Harvest
F. E. Myers & Bro., Ashland, Ohio.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Carriage Makers'
D. Ackland & Son, Winnipeg.

Tools, Carpenters
L. S. Starrett Co., Athol, Mass.

Tools, Draftsmen's
L. S. Starrett Co., Athol, Mass.

Tools, Jewelers'
L. S. Starrett Co., Athol, Mass.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.

Tools, Millwrights'
L. S. Starrett Co., Athol, Mass.

Tools, Mechanics'
Goodell-Pratt Co., Greenfield, Mass.

Tools, Lumbering
Lachute Shutte Col., Limited,

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Top Pins
Lachute Shutte Col., Limited,

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton.

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Track, Barn Door
Allith Mfg. Co., Hamilton.
National Machinery & Supply Co., Hamilton.

Transformers
Northern Electric Co., Montreal.

Trestles and Scaffolds, Painters'
Stratford Mfg. Co., Stratford.

Trolley Systems
Richard-Wilcox Canadian Co., Ltd., London.

Turning Tools
Buck Bros., Milbury, Mass.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio.

Turpentine
Prairie City Oil Co., Winnipeg.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Twines
Walter Woods & Co., Hamilton.

Trolley Line Material
Northern Electric Co., Montreal.

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubes, Speaking
Wheeler & Bain, Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Upsetters, Tire
Jas. Smart Mfg. Co., Brockville.

Vacuum Cleaners
Daisy Vacuum Cleaner Co., Birmingham, Eng.

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Valve Discs
Gutta Percha & Rubber, Limited, Toronto.

Valves, Rubber
Gutta Percha & Rubber, Limited, Toronto.

Valve Grinders
Goodell-Pratt Co., Greenefild, Mass.

Valves
Pease Foundry Co., Toronto.

Valve Grinding Compound
Northwestern Chemical Co., Marietta, Ohio.
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville.
Brandram - Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
The Lowe Bros. Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal
Sherwin - Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
The Ottawa Paint Wks., Toronto.
Wilkinson & Kompass, Hamilton.

Varnishes, Auto
Northwestern Chemical Co., Marietta, Ohio.

Varnishes, Finishes
Benjamin Moore & Co., Ltd., Toronto.

Varnish Remover
Dougall Varnish Co., Ltd., Montreal.

Varnish Brushes
Boeckh Bros., Toronto.
Meakins & Son, Hamilton.
T. S. Simms & Co., St. John, N.B.

Ventilators, Metallic
Metallic Roofing Co Toronto and Winnipeg.
Pease Foundry Co., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
Richards-Wilcox Canadian Co., Ltd., London.
Jas. Smart Mfg. Co., Brockville.
Chicago Flexible Shaft Co., Chicago, Ill.
North Bros. Mfg. Co., Philadelphia, Pa.

Vulcanizers
Northern Electric Co., Ltd., Montreal.

Vises, Universal
National Machinery & Supply Co., Hamilton.

Vises, Woodworkers,
National Machinery & Supply Co., Hamilton.

Vises, Oval Slide
National Machinery & Supply Co., Hamilton.
Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton.
Vises, Household
National Machinery & Supply Co., Hamilton.
Wall Tile
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Warm Air Furnaces
Kir-Ben, Ltd., Almonte, Ont.
Wads
Remington Arms-Union Metallic Cartridge Co., Windsor.
Wall Board
Bird & Son, East Walpole, Mass.
Washers
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwalkee, Wis.
Wilkinson & Kompass, Hamilton
Washer Cutters
Goodell-Pratt Co., Greenfield, Mass.
Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
McFarlane Ladder Works, Toronto.
Wash Stands
Wakyte Mfg. Co., Winnipeg.
Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Northern Electric Co., Ltd., Montreal.
Maytag Co., Ltd., Winnipeg.
Washing Machines, Hand
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Schultz Bros. Co., Ltd., Brantford.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Maytag Co., Ltd., Winnipeg.
Water Service Systems
National Equipment Co., Toronto.
Water Closet Seats
Jas. Smart Mfg. Co., Brockville.
Waste Baskets
Andrews Wire Works, Watford.
Waste, Cotton
Prairie City Oil Co., Winnipeg.
Wilkinson & Kompass, Hamilton
Well Curbing
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Water Heaters, Domestic
Pease Foundry Co., Toronto.
Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wax, Floor
Benjamin Moore & Co., Ltd., Toronto.
Weatherstripping
Burlington Windsor Blanket Co., Toronto.
Swan Mfg. Co., Winnipeg.
Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg.
Whitewash Outfits
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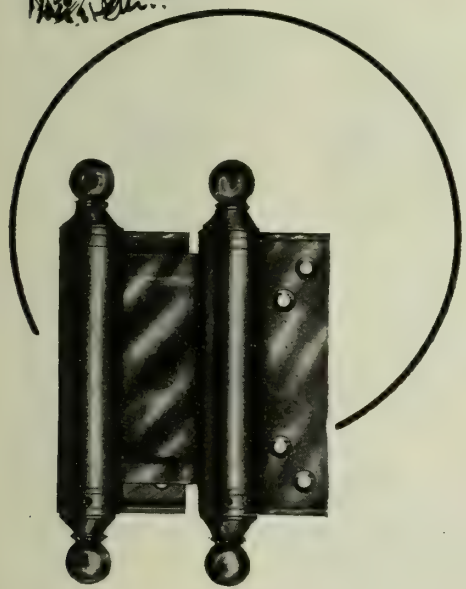

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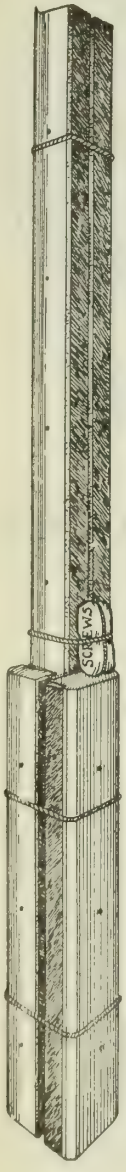

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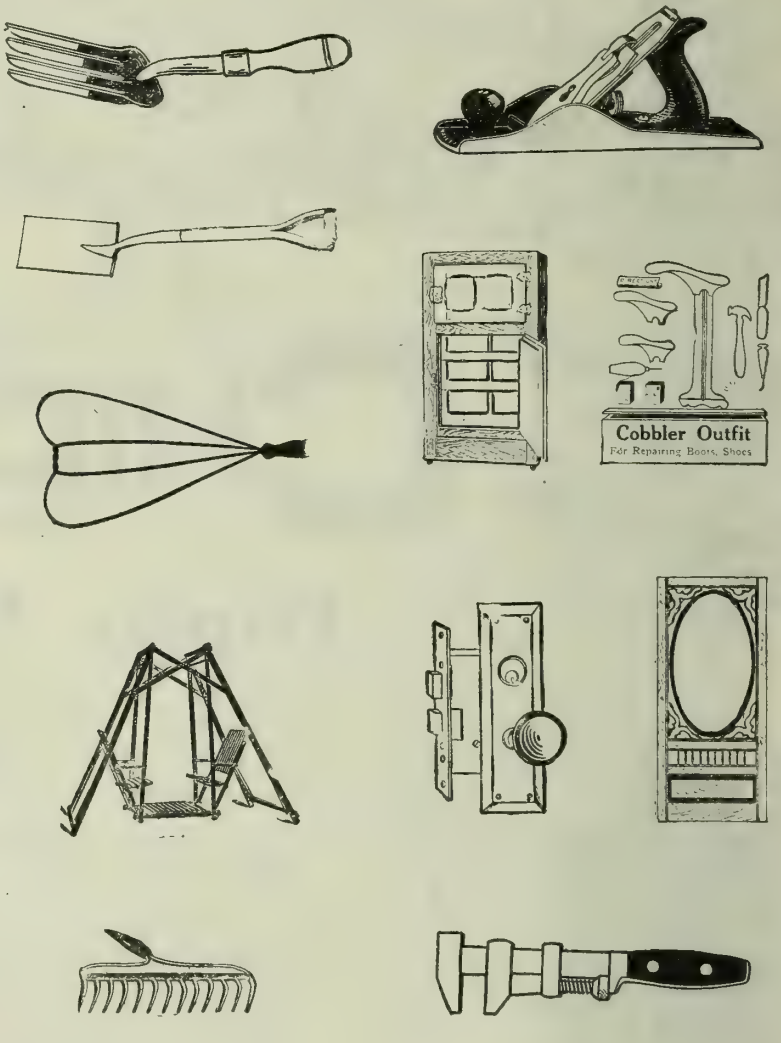

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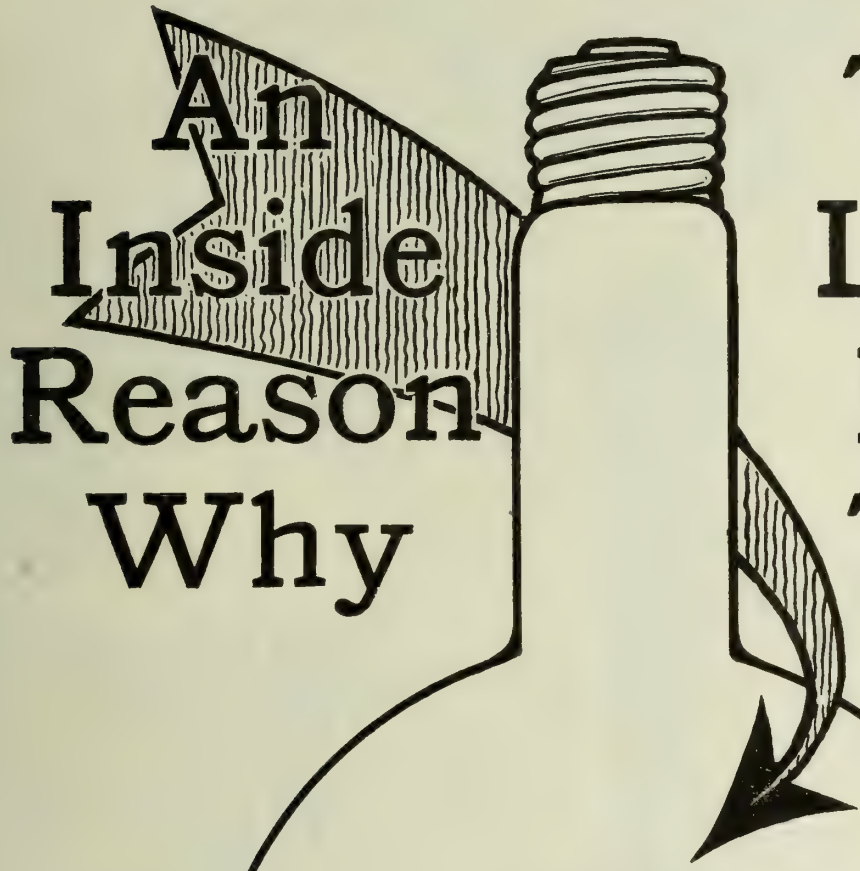

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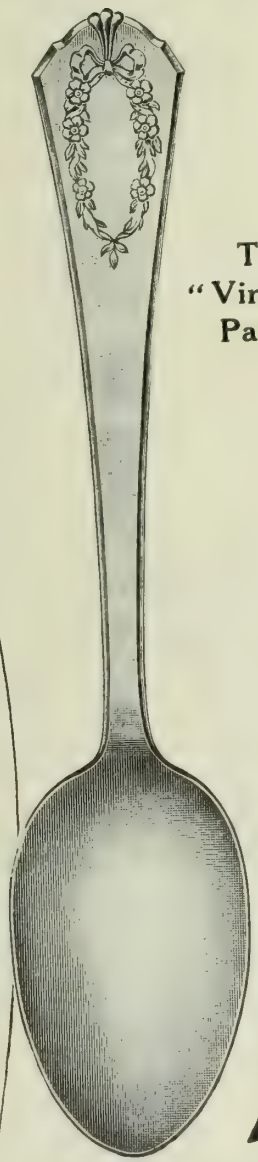

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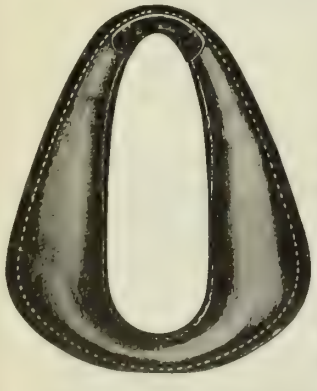

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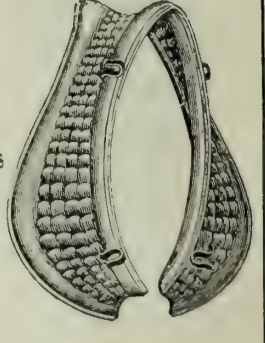

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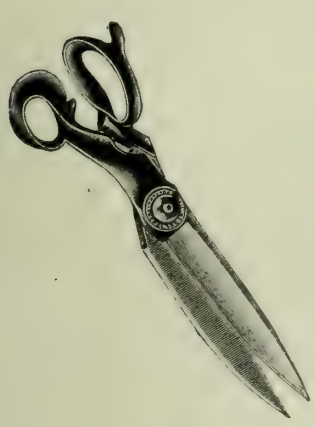

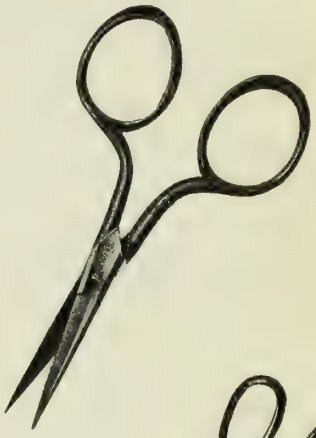

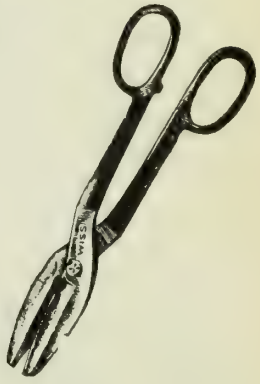

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Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATIONS VACANT

WANTED — HARDWARE CLERK, GOOD salesman. State experience and salary wanted. Apply Box 51, Meyronne, Sask.

A FIRST-CLASS TINSMITH — STEADY work; also a man of two or three years' experience; references required; state wages wanted. Box 424, Hardware and Metal, Toronto.

AGENCIES WANTED

WELL KNOWN FIRM IN MONTREAL, with 25 years' standing, would like to represent either a foreign or domestic concern, selling to the wholesale and manufacturing trade in general. Address Hardware and Metal, Montreal.

WANTED—FOR WINNIPEG AND DISTRICT, several good lines on commission. Excellent connection with architects, contractors and builders. Box No. 448, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

PAPER BALERS

THERE IS MONEY IN USING AND SELLing the Jewell Paper Baler. It is the only low-priced, efficient baler on the market. Every hardware store should use one. Splendid side line for one line traveller in each territory. General Sales Co., Stair Bldg., Toronto.

SITUATIONS WANTED

EXPERIENCED HARDWARE MAN OPEN for position—one able of taking charge or representing any hardware, paint or steel company on the road. Box 442, Hardware and Metal.

WANTED—HAVING DISPOSED OF MY Hardware stock, I desire a position with some reliable firm calling on the hardware trade. Will make application in person. Apply Box 447.

BY CAPABLE YOUNG MAN AS MANAGER of retail hardware store, with option of buying. First-class references, good salesman, and one who guarantees results. Box 445, Hardware and Metal, Toronto.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

FOR SALE

FOR SALE—A GOOD HARDWARE BUSIness in one of the best farming districts in Ontario. Stock about $7,000.00. Box 446.

FOR SALE—GOOD HARDWARE AND HARness business in one of the best farming districts in Saskatchewan. No opposition. Stock about $10,000. Apply to Chas. H. Mitchell, Osage, Sask.

PLUMBING AND TINSMITHING, EASTERN Ontario town 1,500, water works, etc. No opposition. Small stock. Good price for a quick sale. Apply Box 436 Hardware and Metal.

HARDWARE, TINWARE, GRANITEWARE, stove business for sale. Having a large sheet metal and furnace trade. Stock including tools and fixtures $3,500. Annual turnover around $18,000. No opposition. Town in Saskatchewan of 1,700 population. Centre of mixed farming district. Rental $50.00. Stock well bought. Cash deal only. Box 132 Kamsack.

BUSINESS WANTED

HARDWARE BUSINESS—IN GOOD ONtario town or city. Stock not over ten thousand. Replies treated strictly confidential. Box 444, Hardware and Metal, Toronto.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

SIGNS AND SHOW CARDS

GLASS, WOODEN AND BRASS SIGNS. W. H. Stevenson, Stevenson Bldg., Toronto.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out.

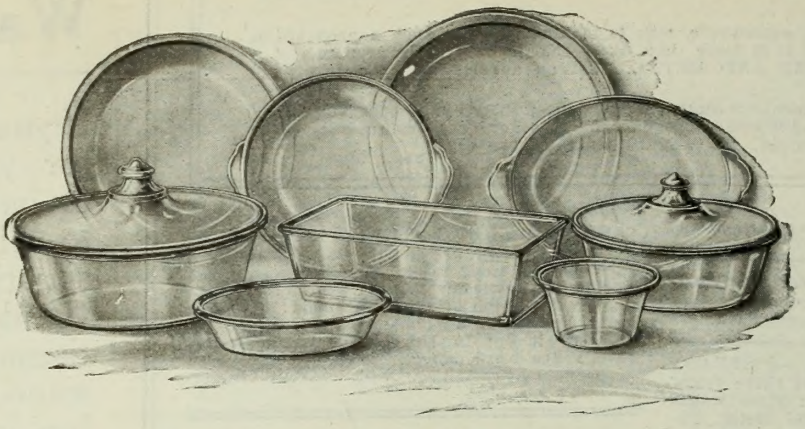
FORGETTING

One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.



Make PYREX a LEADER

Pyrex ware interests the household buyers of your community—the women who want this original transparent oven-ware,

Sell a woman a Pyrex pie plate or baking dish and you've made a repeat customer—for when a woman starts to Pyrex her kitchen she is never content until she has a full equipment.

PYREX TRADE MARK REG. **Transparent OVEN-WARE** Has the name on every piece

Will not break in oven use.

It is a stock you turn many times a year, with increasing sales each turnover.

Pyrex is nationally advertised in the leading women's magazines.

Special service to aid dealers in making sales.

Stocked and distributed by leading Canadian jobbers.

Made in the largest factory in the world devoted to the manufacture of technical glassware.

PYREX SALES DIVISION

CORNING GLASS WORKS

124 Tioga Avenue **CORNING, N.Y., U.S.A.**

If interested, tear out this page and keep with letters to be answered.

BADEN *and* LINSEED OIL

Ask some of the older hardware men of Canada what the name "Baden" represents to them and the reply will be "Linseed Oil"—Baden Linseed Oil.

The same little Ontario town is still the home of the original Baden oil which has long since been called the Livingston brand in honor of its originator, Mr. James Livingston.

In the early days of the country, Baden oil was the standard by which all linseed oil was judged. It still holds its envied position—still the linseed oil standard.

Whether you are the dealer, the manufacturer or the middleman, your best interests will be served if you make your linseed oil standard the Livingston Brand.

THE

Dominion Linseed Oil Co.

Makers of the Original and Widely Known "BADEN OIL"

Baden Toronto Montreal

The Blue Barrels

"FAST WORK"

A quick bead, a flying target, a lightning-quick bullet, a yelp and---the pelt's yours! Men who use

Remington UMC

are accustomed to the "finer" kind of shooting. They take close shots and "fast work" as a matter of course.

Incidentally, the above picture illustrates the type of realistic, high-quality, pulling advertising this Company will campaign Canada with in 1917.

This "Sportsmen's Headquarters" sign has come to be recognized as marking the best place to buy arms and ammunition. Our continent-wide advertising and the high quality of our goods are responsible. Shall we send you an outfit?

SPORTSMEN'S HEADQUARTERS
REMINGTON UMC
FIREARMS & AMMUNITION

REMINGTON U. M. C. OF CANADA, LIMITED

WINDSOR, ONTARIO

The Remington U.M.C. Companies are the largest makers of Arms and Ammunition in the world.

The Remington Arms Union Metallic Cartridge Company are contractors to the British Imperial and Colonial Governments.